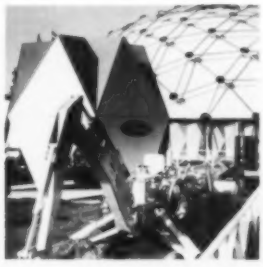
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 30, 1969



965 chances to sell through trade fairs in 74 countries

International Trade Winds Newsletter

Company News

INSURANCE—American Foreign Insurance Association (AFIA) of New York, has expanded its Belgium operations with the addition of an office in Liege. Established to service several U.S. accounts with branches near Liege, the new office will become the fourth Belgium branch. Member companies registered to conduct business in Belgium by AFIA are Great American Ins. Co., Reliance Ins. Co. and the U.S. Fire Ins. Co.

CONSTRUCTION—International B.F. Goodrich, division of B.F. Goodrich Co. of Akron, through its Mexican subsidiary Compania Hulera Euzkadi, S.A., will construct a passenger and truck tire plant near Guadalajara. Beginning production in early 1971 and employing 300 workers, the new facility will enable Euzkadi to increase tire out-put by 55%. The Eximbank has authorized a $7.5 million Alliance for Progress credit to the Mexican company for this venture for which international BFG will supply design, engineering and technical services.

CONSTRUCTION—Oshta, Inc., New York, which recently completed a turn-key project for Monarch Fine Foods Ltd., Division of Lever Bros., Toronto, Canada, reports that the new facilities doubled edible oil processing capacity for Monarch. The project, begun last November, was completed in five months.

BATTERY SERVICE — The International Group of ESB, Philadelphia, through its wholly owned subsidiary ESBIC Corp., S.A., expanded its Colombian facilities by opening a service station for industrial storage batteries and chargers in Barranquilla. It is equipped to repair, service and supply parts for all types of industrial batteries and with a mobile service truck.

INSTRUMENTS—Gerber Scientific Instrument Co., South Windsor, Conn., received $900,000 in contracts from Siemens, AG., West Germany, and Automobiles Peugeot, France, for automatic drafting systems. Siemens, an electronics firm, has ordered two systems for use in producing printed circuit masters; Peugeot ordered a system for generation and verification of numerical control machine tool tapes.

It was "welcome to Canada" at this year's third annual meeting of the Inter-American Center of Tax Administrators in Mexico City. Although Canadians have been observers before, they now join members from 18 other nations as full affiliates of the center. The United States has played, through the Internal Revenue Service of the Treasury Department, a strong role in this organization that aims at better business conditions throughout the Western Hemisphere by way of improved tax practices.

He turned successful international trade practices upside down for a talk called "How Not to Succeed in Foreign Trade Without Really Trying." Thus Philadelphian John W. Eckman of "E" Award-winning William H. Rorer, Inc., found five rules to guarantee failure: 1) be an isolationist, convinced that the U.S. is the only quality market; 2) don't trust foreigners, particularly those hiding their wiles under another language; 3) never take any financial risks, but demand cash—dollars—in advance; 4) don't let top management get involved in foreign operations; 5) put all foreign "eggs" in one basket, so one loss can end all overseas activity.

The fast building pace—an eye-popping 30 days—was American, but the design flair was Japanese. The result was a model home of about 1,000 square feet of floor area that interested consumers and builders alike at the recent Tokyo International Trade Fair. The exhibit was a joint venture of the American Plywood Assn., the Western Wood Products Assn., and the U.S. Department of Agriculture. Japan's mushrooming housing demands and rising labor costs place keen interest on the model home's pre-cut methods and use of softwood plywood, according to designer Atsuchi Okamoto.

NASA calls them capsules: U.S. Lines (and other shippers) call them containers. One carries men; the other, cargoes—in the latest style. A reason for considering them in conjunction is that U.S. Lines has named a new ship the S.S. American Astronaut. It took aboard its first containers in the U.S. this month for delivery to Le Havre, London, Hamburg and Rotterdam. Completion of the voyage is due just about the time NASA is ready to deliver its first container to the surface of the moon.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

International trade fairs have long served around the world as a valuable trade promotion tool. Almost a thousand such fairs in 74 countries are listed in the up-to-the-minute schedule on pages 7-30 of this issue. INTERNATIONAL COMMERCE presents the listing—by country and by category—twice a year to aid exporters in planning their participations well into the future.

June 30, 1969

Volume 75
Number 26

International Commerce

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Special Report

International trade fairs in 74 countries listed, pages 7-30

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Floor sales reach $8.1 million; seven firms sell entire contents of display booths before end of show

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AN OUTSIDE DISPLAY AREA AT SEOUL was used by J. I. Case, Racine, Wis., one of seven companies that sold the entire content of their exhibits during the May 13-22 U.S. Industrial Machinery Exhibit. Over $8.1 million in immediate sales were made and $14 million in sales are anticipated.

COMMERCE SECRETARY MAURICE H. STANS, was among 7,000 persons touring the Korean exhibition. With him are Korean Minister of Commerce and Industry Kim Chung-Yum, and M. V. Ballman, representing American Trade Co., right.

Korea show sets new sales record; 'Kid' brings $3.5 million contract

Floor sales reach $8.1 million, expected orders hit $14.8 million; seven companies sell entire contents before end of exhibition

Slashing all sales records for floor orders made during a U.S. commercial exhibition, the U.S. Industrial Machinery Exhibition at Seoul, Korea, topped $8.1 million in immediate sales.

More than $14.8 million is anticipated by the 45 participating firms in future sales over the next 12 months.

The "Kid", an all-purpose vehicle designed for use on rough terrain, brought in the single largest floor order. Exhibited by LTV Aerospace Corp., Warren, Mich., which completely sold out the contents of their floor display. Kids were sold to the Hae Nin Commerce Co., Inc., Seoul, in a contract valued at $3.5 million.

Six other companies also sold the entire contents of their exhibit booths before the end of the May 13-22 exhibition, including International Harvester Export Co., Chicago, which reported $870,000 in immediate orders for tractors, and is estimating $1.2 million in follow-on orders for the coming year.

The other five are: Onan and Honeywell, Inc., of Minneapolis; J. I. Case, Racine, Wis.; American Standard, Inc., New York; and Jordon Commercial Refrigeration Co., Philadelphia.

Korean President Chung Hee Park officially opened the show with the assistance of U.S. Ambassador William J. Porter. President Park made the first official purchase of the exhibition when he bought two calculators during his tour through the displays.

Secretary of Commerce Maurice H. Stans took time out from his recent Far

East tour to visit the exhibition. By the close of the show, over 7,000 trade visitors and interested persons had viewed the displays.

Fourteen firms began the show seeking agents, 13 were signed, one is still under negotiation.

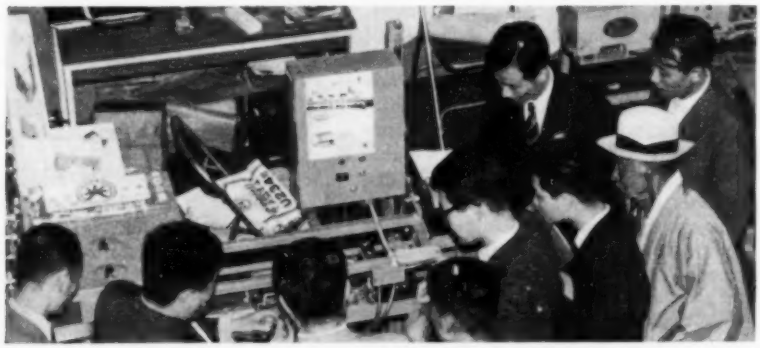
As a sales incentive, a $10 million AID program loan was available to Korean manufacturers and distributors for purchasing U.S. merchandise. The Korea Exchange Bank administered the loan.

Contributing to the high sales was the need by Korean industry for U.S. machines and equipment to support their rapidly expanding economy.

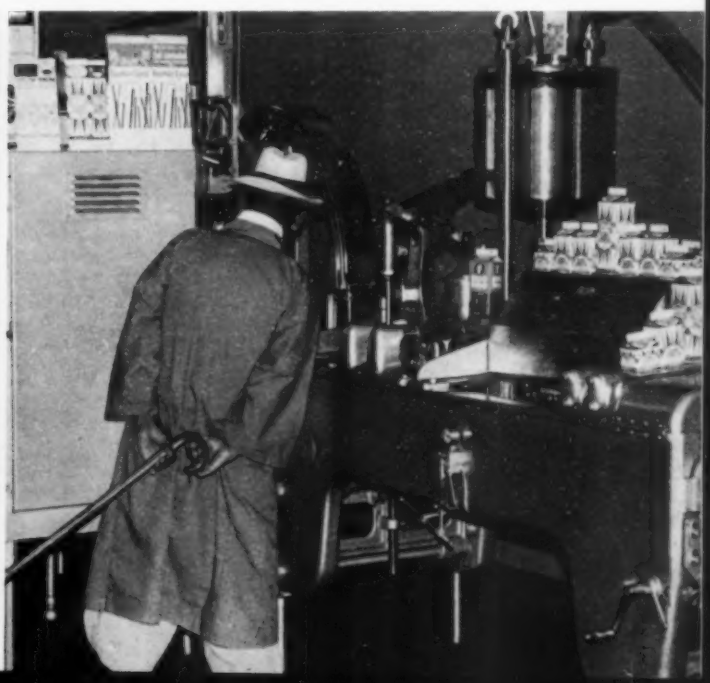
A major plus to the results came from the textile machinery manufacturers, each of whom reported high sales and good prospects for the future.

In addition to textile machinery, six other fields of machinery and equipment dominated the show, including food processing, packaging, metalworking, plastics processing, testing and measuring, and petrochemicals.

THE "KID", above, an all purpose rough terrain vehicle, brought in a $3.5 million contract for LTV Aerospace Corp. Below left, the Doughboy Industries display attracts attention. U.S. Ambassador William J. Porter, below right, operates a Marsh Stencil Machine.



KOREAN BUSINESSMEN GATHER, at left below, at Ridge Tool Co., demonstration. Right, an interested spectator is observing a milk packaging machine displayed by Gillespie & Co. Textile machinery manufacturers individually and as a group reported high sales from the Seoul exhibition.



U.S. export gains limited in basic manufactures

Competitors set faster pace in group with metals, clothing, other consumer nondurables

The U.S. export position weakened steadily between 1962 and 1967 in the world market for basic manufactures, composed principally of metals and manufactures, textiles, clothing, and other nondurable consumer goods. Despite a rise in the value of shipments of more than two-fifths, the U.S. share of deliveries by major suppliers edged downward to 15%.

The more rapid rate of advance achieved by competitors continued into 1968, further reducing the U.S. standing fractionally to 14.8%. Detailed product data for the past year are not yet available.

World demand strengthens

Exports of basic manufactures from the United States and 13 other major industrial nations to markets outside this country reached $36 billion in 1967, a gain of nearly $13 billion over the 1962 level. Export increases were significant in most products.

Deliveries of professional, scientific, and controlling instruments—a group of sophisticated products more comparable to certain types of machinery—recorded the highest rate of gain among the principal basic manufactures exported by the 14 nations. The near-doubling in shipments of these goods reflected their growing use in the automation of industrial processes.

Improved living standards, especially in Western Europe, stimulated the surge of over three-fourths in exports of printed matter and clothing. This factor, combined with expanding industrial activity, sparked the strong climb in deliveries of paper and paperboard. Rapidly rising use of motor vehicles and aircraft was principally responsible for the marked growth in demand for rubber products, predominantly tires and tubes.

Higher levels of industrial production and inroads into traditional steel markets were the key factors accounting for the significant increase in nonferrous metal exports. Aluminum shipments moved up by two-thirds to pass the billion-dollar mark. Movements of copper were likewise buoyant, particularly if exports are included from other major supplying nations, notably Chile and Zambia.

In contrast, iron and steel-mill products shipped to countries other than the United States showed relatively slow growth. These products nevertheless remained the largest-valued group of basic manufactures, with exports approaching $7 billion.

Demand for textiles from these countries also lacked vigor. Exports from the 14 industrial nations, amounting to $5.9 billion in 1969, were only a third higher than in 1962. Even if the substantial and more expansive shipments from developing nations were included, the rise in total deliveries of textiles would not match the pace set by all basic manufactures.

Exports of metal manufactures advanced by one-half to $3.2 billion from 1962 to 1967. A similar rate of gain was recorded in deliveries of non-metallic mineral manufactures, principally construction materials.

U.S. share declines

The United States expanded exports of basic manufactures by 42% to $5.4 billion between 1962 and 1967, considerably short of the 59% rise of the 13 other industrial nations. Thus, our 16.5% share of these exports in 1962 was eroded by one and one-half percentage points.

The drop in relative standing was equivalent to a "loss" of $550 million, or a tenth of U.S. exports of basic manufactures in 1967. On a weighted basis—that is, if our position in each world market area for each basic manufacture had remained the same as in 1962—there would have been a loss of around $450 million.

U.S. exports expanded in virtually all of the dozen or so basic manufactures in which our shipments were at least a hundred million dollars in 1967. Shares, however, improved in only a few of these products, as competitors generally surpassed our performance in sales to foreign markets.

Photographic supplies scored the best U.S. sales performance among leading basic manufactures. Exports of these

U.S. falls behind competitors in exports of basic manufactures

Exporting country	1962 exports $ million	1967 exports: Value $ million	1967 exports: % increase from 1962	Percent share of exports from 14 industrial countries: 1962	1967
United States	**3,800**	**5,393**	**42**	**16.5**	**15.0**
Germany, Fed. Rep.	3,827	6,325	65	16.6	17.6
United Kingdom	2,907	3,911	35	12.6	10.9
France	2,553	3,562	40	11.1	9.9
Belgium-Luxembourg	2,173	3,428	58	9.4	9.5
Japan	1,876	3,294	76	8.1	9.2
Italy	1,446	2,863	98	6.3	8.0
Netherlands	1,038	1,789	72	4.5	5.0
Sweden	806	1,363	69	3.5	3.8

Note: Basic manufactures consist principally of metals and manufactures, textiles, and clothing and other nondurable consumer goods.

items more than doubled to $180 million in the five-year period. As a result, our share climbed sharply to nearly two-fifths. The market for these American products, largely still and motion picture film, was particularly strong in the EEC and Canada.

Foreign demand for our professional, scientific, and controlling instruments was also exceptionally buoyant and strengthened further our top supplier position in these products. U.S. shipments doubled in value to over $600 million, boosting our portion to over a third. A sizable part of the expansion in our sales stemmed from extraordinary success in developing markets for photocopying equipment.

Despite an export increase of over 60%, only a small share gain occurred in paper and manufactures. Our sales advance was attributable principally to a large spurt in deliveries of kraft paper and paperboard.

The U.S. position also showed little improvement in aluminum. Exports were three-fifths higher than in 1962, due mostly to expanded trade with Canada where the United States became virtually the only supplier. Notwithstanding sales increases to the EEC and sharply higher deliveries to the burgeoning Japanese market, our standing in both areas declined slightly.

Western Europe and Canada are major U.S. markets

1967 exports of basic manufactures

Destination	14 industrial countries		United States	
	Value $ million	Index of change 1962=100	Value $ million	Index of change 1962=100
European Economic Community	12,966	172	881	145
Other Western Europe	9,082	160	782	160
South and East Asia	2,766	140	483	102
Canada	2,193	154	1,477	155
19 American Republics	1,816	116	769	119
Africa	1,666	110	113	114
Australia/New Zealand/ South Africa	1,554	137	264	143
Near East	1,181	155	124	133
Japan	664	330	269	274
Other Western Hemisphere	455	154	175	188

Slippage minimal in toys

Share slippages were minimal in printed matter and in toys, sporting goods, and amusement equipment. The United States increased exports by three-fourths in both products but our competitors did even better. Most of the rise in printed matter reflected greater shipments to Canada and Western Europe. The latter area accounted for half of the expanded outflow of amusement-related equipment.

Sluggishness in sales of iron and steel-mill products, despite substantial financing of shipments by AID, reduced further our already slim portion of the market. Declining movements of plates and sheets were the principal depressant, countering sales gains mainly in pipes and fittings.

U.S. exports advanced by less than a tenth in both textiles and clothing. The near stagnation in these foreign sales caused substantial cutbacks in our market position. Reduced movements of cotton fabrics and textile yarn and thread largely offset increases in sales of other textiles, particularly fabrics of man-made fibers. Exports of civilian clothing rose by nearly half to $129 million; shipments of military apparel fluctuated widely.

Rubber manufactures likewise showed only a slight increase in deliveries to markets abroad and a marked deterioration in standing. Sales of tires and tubes, our leading rubber export, gained erratically until 1966; a prolonged strike adversely affected shipments in 1967.

The moderate gain of nearly a third in U.S. shipments of metal manufactures was considerably outdistanced by the increase achieved by other industrial suppliers. Much of our export advance to a total of $626 million in 1967 was realized from higher sales of hand tools, machine tool bits, steel bolts, and screws.

The heavy loss in our copper position since 1962 was aggravated by the industry-wide strike in the latter half of 1967. The work stoppage brought a marked decline in shipments to foreign markets, following a period of irregularly improving sales. From 1962 to 1967, the United States lost share largely in Western Europe, to which half of our shipments are made, and in the small, but fast-growing, Japanese market.

EEC is principal market

The European Economic Community (EEC) was the most expansive of the major markets for basic manufactures. Shipments by the 14 suppliers to those six countries grew by over 70% to $13 billion in 1967. U.S. exporters, however, were unable to capitalize on the expanded demand to the same degree as their competitors. Despite an increase in sales of over a quarter of a billion dollars, our share in the Common Market contracted to 8%. The U.S. standing deteriorated markedly in ferrous and nonferrous metals, metal manufactures, and controlling instruments. Partially offsetting share improvements were noted in kraft paper and paperboard, printed matter, woven cotton fabrics, and photographic supplies.

Demand was also substantially higher in other West European countries. The inflow into this market, which is second in size only to the EEC, expanded by

Eighth in series

The accompanying article is the eighth in a series of reports being presented in *International Commerce* on changes in the U.S. competitive position in world markets for manufactured goods, 1962-67. The introductory article, an overall view, was presented in the issue of May 5. Others, in greater detail, have appeared as follows:

Covering the U.S. competitive position in developed countries, May 12; developing countries, May 19; nonelectric machinery, June 2; electric machinery, June 9; transport equipment, June 16; chemicals, June 23. A summary report will conclude the series.

The reports are being prepared by the Commerce Department's Bureau of International Commerce from special computer runs designed by the Bureau's International Trade Analysis Division and ordered from the United Nations International Trade Statistics Centre. The data are assembled in more than 1,100 Market Share Reports, available from Sales and Distribution, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230. Country reports are priced at 75 cents each; commodity reports, 10 cents.

U.S. and 13 other industrial countries' exports of selected manufactures

Products	1967 total exports from 14 industrial countries $ million	1967 U.S. exports			Leading competitors in 1967	
		Value $ million	% change from 1962	% share of total	Country	% share of total
Iron and steel-mill products	6,717	561	+ 19	8.4	Germany	23.2
Textiles	5,862	531	+ 8	9.1	Japan	17.2
Metal manufactures	3,209	626	+ 30	19.5	Germany	23.7
Paper and manufactures	2,182	466	+ 63	21.3	Sweden	18.4
Clothing	1,858	178	+ 8	9.6	Italy	21.2
Professional, scientific, and controlling instruments	1,842	628	+100	34.1	Germany	22.5
Nonmetallic mineral manufactures	1,620	272	+ 36	16.8	Germany	19.6
Copper	1,402	209	− 7	14.9	Belgium	26.2
Aluminum	1,004	197	+ 71	19.6	France	11.6
Rubber manufactures	978	156	+ 7	16.0	Germany	15.9
Printed matter	940	279	+ 75	29.7	Germany	14.8
Toys, sporting goods, and amusement equipment	493	114	+ 74	23.0	Japan	17.8
Photographic supplies	486	180	+132	37.0	Germany	17.0
Sound recorders and reproducers	426	87	+113	20.3	Japan	21.2

three-fifths to over $9 billion. In spite of marked U.S. share gains in sales of controlling instruments and photographic supplies, losses, especially in metal shipments, kept our overall position from rising.

Canada was the largest foreign outlet for U.S. basic manufactures, absorbing $1.5 billion of our goods. The rise in our shipments slightly outpaced that achieved by the 13 other nations. Thus, our market share edged past the two-thirds level. Our northern neighbor was the principal buyer of all our leading lines of basic manufactures, with the notable exception of clothing. U.S.-based firms improved their standing in sales of copper, aluminum, and glass. Their share dropped in steel and printed matter.

The quarter of a billion dollar market in Australia/New Zealand/South Africa was relatively slow-growing. With a more than two-fifths rise, however, the United States scored better than other suppliers. In contrast, Japan, a U.S. outlet equal in size to those three countries, expanded rapidly. This country remained the principal exporter of basic manufactures to Japan, but suffered a sharp decline in position. The poor performance reflected the inability of our exporters to match competitors' gains in sales of copper and aluminum.

U.S. exports failed to achieve any notable advance in our two top developing markets, the 19 Latin American Republics and South and East Asia. Reflecting generally sluggish demand in the Republics, our 1967 deliveries of close to a billion dollars were only a fifth higher than in 1962. Nevertheless, our share improved somewhat, principally from relative strength in metal manufactures, controlling instruments, kraft paper and paperboard, glass and glassware, and aluminum. In South and East Asia, where U.S. sales were virtually unchanged, our position dropped from 24% to 18%.

Our standing also weakened in the minor Near Eastern market, despite a rise of nearly one-third in deliveries. In developing Africa, export gains in iron and steel pipe for the expanding oil industry and in metal manufactures were the key factors sustaining our share.

Germany leads suppliers

Among the 14 industrial nations, Germany, Italy, and Japan recorded the most substantial gains in their share of exports of basic manufactures from 1962 to 1967. The United Kingdom and France, on the other hand, were unable to match the average sales pace. Belgium-Luxembourg's participation in the market changed little during the period.

Germany has become the world's largest exporter of basic manufactures. Expanding these deliveries to markets outside the United States by two-thirds to $6.3 billion, it boosted its share over the five-year period to nearly 18% in 1967. Significant improvement in position was noted in iron and steel plates and sheets, paper and manufactures, and clothing. Though Germany lost share in iron and steel pipe, it remained the top exporter of this product.

A doubling of Italy's exports of basic manufactures boosted its share of the 14 countries' shipments to 8%. The gain of one and one-half percentage points reflected outstanding sales performances in various types of paper and paperboard and non-metallic mineral manufactures. Its position expanded in metal household equipment and furniture.

Japan's rise in standing was aided in great measure by relatively strong sales of man-made yarns, iron and steel pipe, and a variety of metal manufactures. Lesser gains were realized in cameras, phonographs, and tape recorders.

The sharp U.K. share decline in basic manufactures reflected the slow one-third growth in exports from 1962 to 1967. Loss in share was particularly evident in textiles and steel. France fell behind in the world market because of similar product weakness.

Catalog available

A catalog listing the more than 1,100 Market Share Reports referred to in the box on the preceding page is now available.

Issued as Supplement No. 2 to the Commerce Department's 1969 semiannual Checklists of International Business Publications, the Market Share Reports Catalog may be obtained without charge from Sales and Distribution, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230.

ATTRACTING THE TRADE CLIENTS and the venturesome fair-goers, exhibits such as the plastic car by Borg Warner draw crowds to U.S. exhibitions.

SEMI-ANNUAL LISTING

Fairs set for 74 nations

Worldwide exhibitions offer chances for U.S. businessmen to sell products, appoint agents

Every six months INTERNATIONAL COMMERCE publishes a schedule of future international trade fairs to help American manufacturers plan their overseas participations for the period ahead.

The following information is taken from the latest data available to the Department of Commerce on upcoming fairs. However, the Department cannot assume responsibility for accuracy of dates or for the outcome of any transactions with the fair managements.

The fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are scheduled for 1969, are held annually, and have their management offices located in the host city.

Further information

Background information on many fairs is available through the Export Business Relations Division, BIC-930, U.S. Department of Commerce, Washington, D.C. 20230.

Commerce Department Solo Exhibitions, as well as listed international trade fairs in which the Department is officially participating, are identified by this mark (●). Official Commerce participation in international trade fairs, in cooperation with local agents of U.S. firms located in host countries is identified by (►).

Since Commerce-sponsored promotions are subject to change as new shows are added and previously announced shows are dropped, the first INTERNATIONAL COMMERCE each month carries an up-to-date listing of U.S. overseas exhibitions. This fair listing is devoted entirely to Commerce-sponsored exhibitions at overseas commercial trade fairs, U.S. Trade Center promotions, and Trade Missions, with an extensive description of each.

Write: Commercial Exhibits Division, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.

Afghanistan

Kabul

August-September. Annual Jeshyn Trade Fair. Afghan Ministry of Commerce.

Albania

Tirana

Sept. 5-12, 1970. Balkan Medical Union Exhibit.

Algeria

Algiers

Aug. 29-Sept. 14. Algiers Int'l Trade Fair. Palais Consulaire, Place des Martyrs

Angola

Luanda

Nov. 9-23. Luanda Industrial Fair. Indus-

INTRODUCED THROUGH THE U.S. COMMERCIAL EXHIBITION AT PURAQUA, clients and Ranney Water Systems officials discuss business. International fairs allow interested clients to study new ideas.

trial equipment, commerce. Industrial Assn. of Angola, P.O. Box 999, Luanda, Angola.

Argentina

Buenos Aires

July 13-Aug. 3. 83rd Int'l Agricultural & Industrial Exbn. Florida 460.

Oct. 24-Nov. 26. Int'l Exbn. of Aids to Human Comfort. Bartolome Mitre 2162.

Australia

Adelaide

Sept. 5-13. Royal Adelaide Exbn. General. 12 Pirie St., Adelaide, South Australia.

Brisbane

Aug. 7-16. Royal Agricultural & Industrial Show. G.P.O. Box 122B. Brisbane, Queensland.

Melbourne

Aug. 4-9. Int'l Mining, Construction, Plant and Materials Handling (Outdoor) Show, Seminar.

Aug. 4-9. 5th Int'l Engineering Show, Seminar.

Aug. 28-Sept. 6. 18th Melbourne Spring Homes Show.

Aug. 28-Sept. 6. Int'l Consumer Goods Fair. (Buyers only).

Sept. 1-6. Int'l Homes, Decor and Building Trade Fair.

Oct. 7-11. ELECTRICAL EXPO-69.

Feb. 23-27, 1970. CETIA—Control Electronics, Tele-communications, Instruments and Automation Exbn.

March 1970. Int'l Motor Fair. (Chamber of Automotive Industries).

April 1970. Ideal Homes Show (Victorian Furniture Industries Exbn.).

May 1970. Int'l Trade Fair.

May 25-29, 1970. HEVAC—Heating, Ventilating, and Air-conditioning Fair.

September 1970. Int'l Homes, Decor and Building Trade Fair.

September 1970. Int'l Building, Construction and Public Works (Outdoor) Fair.

March 1971. Int'l Textile Machinery Fair.

May 1971. Int'l Trade Fair.

May 1971. CETIA—Int'l Instruments, Electronics, Automation, Control Equip. and Communications Fair.

Sydney

Sept. 29-Oct. 3. AUSPLAS '69—Int'l Plastics Fair.

Oct. 16-25. Int'l Trade Fair.

Nov. 3-6. 2nd Int'l Clothing Machinery and Suppliers Exbn.

Apr. 27-May 1, 1970. Catering Trades Fair.

May 11-15, 1970. PACKPRINT '70—Packaging & Printing Exbn.

Aug. 17-22, 1970. Int'l Engineering Exbn.

Oct. 12-16, 1970. 18th Int'l Dairy Congress and Exbn.

Sept. 28-Oct. 2, 1970. Int'l Hospital Congress and Exhibit.

Aug. 13-22, 1971. Sydney Int'l Trade Fair.

Oct. 14-23, 1971. Int'l Machine Tool Exbn.

Austria

Dornbirn

July 26-Aug. 3. Int'l Trade Fair. A-6850 Dornbirn Realschulstrasse 6.

Graz

Sept. 27-Oct. 5. Graz South-East Fall Fair. A-8011 Graz, Messeplatz 1.

Innsbruck

Sept. 20-28. Innsbruck Trade Fair & Special Fair for the Tourist Industry. Maria-Theresien-Strasse 45, 6020 Innsbruck.

Klagenfurt

Aug. 7-17. Austrian Timber Fair—Klagenfurt Trade Fair. Valentin-Leitgeb-Strasse 11, A-9021 Klagenfurt, Postfach 79.

Aug. 30-Sept. 7. Agricultural Fair. A-4910 Ried im Innkreis, Postfach 61.

Vienna

Sept. 1-5. Int'l Water Supply Exbn.

Sept. 7-14. Vienna Int'l Fall Trade Fair—Semi-annual. A-1071 Wien, Messeplatz 1, Wien.

Oct. 19-22. Vienna 31st Ladies Fashion Week. Schwarzenbergplatz 4, 1030 Vienna 3.

Nov. 4-8, 1970. 3rd Int'l Trade Exbn. of Medical & Hospital Equipment & Supplies.

Sept. 13-20, 1970. Int'l Fall Trade Fair.

Wels

Aug. 28-Sept. 6, 1970. Int'l Agricultural Fair—semi-annual. A-1071 Wien, Messeplatz 1, Wien.

Belgium

Brussels

Sept. 3-7. INDUSELEC—Int'l Electricity Fair.

Sept. 3-8. Food & Household Equip. Fair.

Sept. 10-14. 1st Municipal Equip. Exbn.

Sept. 13-21. 1st Int'l Fair for Carpets, Wall & Floor Coverings.

Sept. 28-Oct. 2. VESTIRAMA—Annual Int'l Ready-to-Wear Clothing Exbn.

Oct. 4-19. 40th Annual Food & Domestic Equip. Trade Fair.
Oct. 29-Nov. 2. 4th Annual Int'l Hardware Exbn.
Oct. 23-30. 6th Biennial Int'l Medical & Hospital Equip. Exbn.
Nov. 7-11. 5th Annual Int'l Baby Show —Clothing & Accessories.
Nov. 24-26. 3rd Annual VAC-EXPO—Sporting & Camping Equip. Exbn.
Nov. 27-Dec. 1. 32nd Annual Furniture Fair.
Nov. 25-30. 18th Biennial INTERELECTRONIC.
Dec. 6-12. 3rd Int'l Do-It-Yourself Exbn. Hobby craft tools & supplies.
Jan. 1970. 7th Annual HORESCA—Int'l Hotel & Restaurant Equipment Exbn.
Jan. 11-18, 1970. CENEM—Int'l Leather Goods & Shoe Show.
Jan. 14-25, 1970. 49th Annual Int'l Motor/Motor cycle/Cycle Show.
Feb. 1970. Annual INDROPA—Drugs Show.
Feb. 8-15, 1970. Biennial. Int'l Agricultural Machinery & Equip. Exbn.
Feb. 28-Mar. 6, 1970. 2nd Biennial EUROBEEF. Int'l Butchers, specialty meat products, equip. & machines.
Feb.-Mar., 1970. Annual Int'l Gardening Exbn.
March-April 1970. Annual Ideal Home Exbn.
Mar. 21-26, 1970. 6th EUROCLIMA European Heating & Air Conditioning Fair.
March 1970. 13th Semi-annual EUROPAC.
March 1970. 18th Annual Int'l Inventors Exbn.
March 14-23, 1970. Annual Int'l Bldg. & Decorative Arts Exbn.
March 1970. 13th Annual Sports Equip. Exbn.
April 15-26, 1970. 43rd Annual Brussels Int'l Fair.
May 23-31, 1970. 1st Int'l Industrial Equip. Exbn.
May 24-28, 1970. 15th Gas Turbine Conf. & Products Show. American Society of Mech. Engr'g. P.O. Box 188 H-Ho-Kue, N.J.
May-June 1970. Biennial Woodworking Exbn.
May-June 1970. Annual Int'l Toy Exbn.
Sept. 1-7, 1970. 14th Semi-annual EUROPAC—Int'l Crystal, Porcelain, Ceramics, Jewelry & Gifts Exbn. Centenaire.
Sept. 1-6, 1970. Food & Household Equip. Fair. Centre Rogier.
Sept. 1-6, 1970. INDUSELEC—Int'l Electricity Fair. Centre Rogier.
Sept. 5-7, 1970. Int'l Leather & Shoes Fair. Centenaire.
Sept. 12-16, 1970. 3rd Biennial VISUMAT—Store Display Equip. Centenaire.
Sept. 12-18, 1970. INTERMAT—Civil Engineering Fair. Centenaire. Every 4 years.
Sept. 12-22, 1970. Radio & Television Show.
Oct. 3-18, 1970. 33rd Annual Furniture Fair — AMEUBLEMENT — Interior Decorating, Furniture. Centenaire.
Oct. 7-11, 1970. 5th Annual Int'l Hardware Show. Centre Rogier.
Oct. 17-26, 1970. Int'l Bathroom & Kitchens Fair. Biennial. Centenaire.
June 8-13, 1971. PRO PACK—Int'l Packaging Show.

Charleroi

Nov. 1-16. 16th Int'l Household Exbn. Palais des Expositions.

Ghent

Sept. 13-28. Int'l Trade Fair. Palais des Floralies.
Nov. 29-Dec. 2. Int'l Horticultural Engineering Exbn. 7 rue Longue de la Croix.

Liege

Sept. 13-28. 14th Int'l Commercial Fair. 6 Ave. Mabroz, B.P. 52.

Bolivia

Santa Cruz

September. Agricultural & Trade Fair.

Brazil

Sao Paulo

June 21-July 6. ELECTRO—Electronic Fair. Rua Brasilio Machado, 60.
Aug. 9-24. Brazilian Textile Fair. Rua Brasilio Machado, 60.
Oct. 11-26. Children's Show. Rua Brasilio Machado, 60.
Nov. 22-Dec. 7. 1st Int'l Food Fair. Rua Brasilio Machado, 60.

Bulgaria

Plovdiv

Sept. 21-30. 25th Plovdiv Int'l Fair. 50 Lenin Blvd.

Burma

Rangoon

March 1970. 6th Annual Gem Emporium. (Gems and Jewelry), Trade Corp. No. 19. 83/85 Shwebontha Street, Rangoon

Canada

Calgary

May 5-8, 1970. Petroleum Show. Indoor & Outdoor displays of all types of equip. Box 1010, Station B., Toronto 2B.

100 EXHIBITIONS STRONG AND STILL GROWING! Celebrating Commerce's centennial U.S. exhibition, U.S. Ambassador to Belgium Ridgway B. Knight slices into an anniversary cake at America Day celebration during Europlastica '69. Exhibitors representing 36 U.S. firms took part in the March show.

Montreal

Aug. 4-8. Canadian Lamp & Accessories Fair.
Sept. 10-11. Commercial & Drug Fair.
Oct. 10-12. Auto Sports Fair.
Oct. 23-26. Montreal Winter Sports Show.
Nov. 5-9. Audio Electric Hi-Fi Show.
Jan. 16-25, 1970. Montreal Int'l Auto Show.
Feb. 22-27, 1970. Canadian Toy Fair.
Mar. 15-18, 1970. Montreal Gift Show.
Mar. 25-Apr. 7, 1970. Camping & Sports Show.
May 28-30, 1970. Materials Handling Exbn. & Plant Engrg. & Maintenance Fair.
Aug. 30-Sept. 2, 1970. Int'l Gift Show.
November 1970. Int'l Apparel Production Show.

Toronto

Aug. 14-Sept. 1. Canadian Nat'l Exbn.
Sept. 16-19. Canadian Building Fair.
Oct. 6-8. Int'l Electronics Conf. & Exbn. 1819 Yonge St., Toronto 7.
Oct. 21-24. Int'l Plastics Exbn. 481 University Ave., Toronto 2.
Oct. 24-26. Int'l Laundry & Dry Cleaning Exbn.
Oct. 27-29. Int'l Hospital Exbn.
Nov. 14-22. Royal Agriculture Winter Fair.
Dec. 4-6. Int'l Education Show.
Jan. 28-31, 1970. Farm & Industrial Equip. Trade Fair.
Feb. 6-15, 1970. Canadian Boat Show. P.O. Box 168, Toronto-Dominion Centre.
Feb. 9-12, 1970. Int'l Hardware Show. Canadian Retail Hardware Assn., 290 Merton St.
Sept. 22-24, 1970. Int'l Chemical & Equip. Exbn.
Oct. 19-22, 1970. Int'l Graphic Arts Show. 481 University Ave., Toronto 2.
Nov. 3-5, 1970. Int'l Packaging Exbn.
Dec. 7-10, 1970. Construction & Public Works Fair.

Vancouver

Aug. 16-Sept. 1. Pacific Nat'l Exbn. Consumer Goods & Industrial Equip.
May 1970. British Columbia Int'l Trade Fair. Suite 601, 207 W. Hastings St.

Chile

Santiago

Oct. 11-26. FISA-69—Int'l Trade Fair. Cattle and Industrial. Casilla 4084.

Colombia

Bogota

July 10-26, 1970. Int'l Trade Fair. General. Corp. de Ferias y Exposiciones, S.A., Carrera 40, Bogota, D.E.

Congo

Kinshasa

June 30-July 21. Kinshasa Int'l Fair. Commissariat General de la Foire Internationale de Kinshasa, B.P. 7247, Kinshasa, Democratic Republic of the Congo.

Between Shows at U.S. Trade Centers

An export sales method which is becoming more popular is using the display space of the United States Trade Centers between their regularly scheduled shows.

How can the U.S. manufacturer reserve the display space of the centers for between-show exhibits?

Simple. Contact the Trade Center director in care of the American Embassy in Bangkok, London, Paris, Stockholm, and Tokyo, and in care of the American Consulate in Frankfurt and Milan. The government will not do any market surveys or publicity, however. All expenses must be met by the exhibitor.

Directors of the Trade Centers are: Bangkok—Brooks Ryno; Frankfurt—Wolfgang Robinow; London—Harry Heikenen; Milan—Martin Stahl; Stockholm—Stephen Duncan-Peters; and Tokyo—Richard Garnitz. The Paris director will be named shortly.

The seven centers operate as many as ten regularly scheduled shows each year. The intervals between shows usually last two or three weeks. Additional time throughout the year also is allotted for rotating window displays and solo exhibits by U.S. firms.

Cyprus

Nicosia

Sept. 5-28. 15th Int'l Cyprus Trade Fair. 250-252 Ledra St., P.O. Box 1094.

Czechoslovakia

Brno

Sept. 7-16. Int'l Trade Fair. Vaclavske Nam. 57. Prague 3.
Oct. 20-26. INTECO—Int'l Shop and Restaurant Equip. Show. Opetalova 5, Prague.
Apr. 24-May 1, 1970. Int'l Consumer Goods Fair.

Bratislava

Sept. 1-7. INCHEBA—Int'l Exbn. of Chemical Products. Opetalova 5, Prague 1.

Plzen

June 20-July 13. EX-PLZEN—Food Products and Catering Equip. Fair. Opetalova 5, Prague 1.

Prague

Aug. 27-31. GEODESY—Mines, Geology and Geometry of Minerals Exbn. Opetalova, Prague 1.
Oct. 6-11. Int'l Exbn. of Appliances and Equip. for Rheumatology. Opetalova 1.
Oct. 13-20. PLASTEXPO—Int'l Exbn. of Plastic Materials and Resins. Opetalova, Prague 1.
Nov. 11-18. Int'l Exbn. of Heating & Air Conditioning.

Denmark

Copenhagen

Aug. 22-31. ELECTRONICA-69. Radio, TV, Electronics Exbn. 16 Grallrodretorv. 1 Julius Thomsens Plads, 1925 Copenhagen V.
Aug. 29-Sept. 9. Mother & Child Exbn.
Sept. 10-17. K-69. 4th Int'l Exbn. of Office Equip. & Business Machines. 20 Ryvanp Alle, Copenhagen 0.
Sept. 21-24. 4th Int'l Scandinavian Fashion Fair, Forum 115 Vester Volgade.
Oct. 10-15. ITEM—5th Int'l Technical Fair. 20 Ryvangs Alle, 2100 Copenhagen 0.
Oct. 10-Nov. 2. INTERTOOL—Int'l Tools & Machine-Tools Fair. Julius Thomsens Plads.
Oct. 31-Nov. 9. Hotel Exbn. A/S Julius Thomsens Plads, 1925 Copenhagen V.
Dec. 3-7. AGRIMA-69. Int'l Agricultural Machinery & Equip.
Jan. 28-Feb. 8, 1970. Int'l Boat Show. 1209 Copenhagen K.
Feb. 8-12, 1970. Gift Fair.
Mar. 15-18, 1970. Fashion Fair, forum.
Apr. 6-12, 1970. NORD-PACK. 3rd Packaging Exbn. 20 Ryvangs Alle, 2100 Copenhagen 0.
May 29-June 2, 1970. CTF—Copenhagen Trade Fair.
May 6-10, 1970. 22nd Scandinavian Furniture Fair.
Apr. 10-19, 1970. INTERTOOL, 2nd forum.

Aug. 7-16, 1970. 1st Int'l Hunting & Fishing Exbn.
Sept. 7-13, 1970. Data Processing Exbn., forum.
Sept. 13-15, 1970. Shoe Fair.
Sept. 14-19, 1970. Int'l Fair for Tools & Machine Tools. Bella Center.
Sept. 27-30, 1970. Fashion Fair, forum.
Oct. 4-7, 1970. Fashion Week. Bella Center.
Oct. 10-12, 1970. Footwear Exbn.
Oct. 13-18, 1970. Electronics, Automation & Instruments Exbn., forum.
Oct. 31-Nov. 8, 1970. Hotel Exhibition.
Nov. 16-21, 1970. ITEM—6th Int'l Technical Fair. 20 Ryvangs Alle, 2100 Copenhagen 0.

Herning

Sept. 6-14. Handicrafts & Industrial Fair. 7400 Herning.

Egypt

Cairo

Oct. 2-23. Cairo Int'l Fair for Agriculture & Food. Guezira, Cairo.

El Salvador

San Salvador

Nov. 7-28, 1970. Int'l Trade Fair. 3 er. Piso Aptos, 301-302-303.

Finland

Helsinki

Sept. 19-28. Finnish Industries Fair (50 yrs. anniversary). Finnish Fair Corp. Helsinki 25.
Mar. 13-22, 1970. 5th Boat & Camping Show. Svomen Messut, Helsinki 25.
Apr. 17-26, 1970. HABITARE 70—Home & Leisure Exbn.
April 1970. 5th Int'l Transport Exbn. Fredrikinkatu 36 B, Helsinki 10.
Sept. 17-27, 1970. Finnish Industries Fair. Finnish Fair Corp. Helsinki 25.
Oct. 19-24, 1970. KT 70—Exbn. of Business Machines & Equip. Svomen Messut, Helsinki 25.
Nov. 11-15, 1970. Food Fair. Svomen Messut, Helsinki 25.
September 1971. NAVIGARE — Int'l Maritime Exbn. Svomen Messut, Helsinki 25.
October 1971. TV, Radio & Music Exbn. Svomen Messut, Helsinki 25.

Turku

Apr. 18-26, 1970. "The Sea is Calling" Exbn. of Sailing & Navigation. Yliopistonkatu 25.
Aug. 6-16, 1971. Turku Fair. General. Yliopistonkatu 25.

France

Cannes

January 1970. MIDEN—Int'l Records and Music Market.

Grenoble

Oct. 11-20. ALPEXPO 1st Int'l Fall Fair. Parc Olympique.
Feb. 28-Mar. 3, 1970. 13th Int'l Winter Sports Exbn.

Lille

Oct. 31-Nov. 11. Ideal Home & Childrens Exbn. Grand-Palais de la Foire de Lille.
May 1970. Int'l Hardware Show.

Lyon

Oct. 4-7. MEUROPAM—European Furniture Fair. Palais des Congres.
March 1970. 51st Int'l Trade Fair. Palais des Congres.
March 1970. Int'l Hardware Show.

Marseille

Sept. 18-29. Int'l Trade Fair of Marseille. Parc Chanob, Semi-annual.

Metz

Oct. 1-12. Int'l Trade Fair of Metz. General. EXPOMETZ—Int'l Spring Fair. 1 Place Camille Hacquard.

Nancy

October 1970. Int'l Safety Exbn.

Paris

Aug. 30-Sept. 8. Int'l Radio & TV Exbn. 16 rue de Presles, Paris 15e.
Sept. 8-15. Exbn. of Jewelery & Goldsmith's Arts, Fancy Goods and Gifts. 10 rue Charlot.
Sept. 7-12. Int'l Exbn. of Glass, China, Crockery & Crystal. 32 rue de Paradis.
Sept. 10-15. 39th Artistic Workshop Exbn. 45 rue de Petites-Ecuries.
Sept. 12-17. Int'l Leather Week. 2 rue Edouard-VIII.
Sept. 25-Oct. 4. SICOB—20th Int'l Office & Data Processing Equip. Exbn. 6 place de Valois.
Sept. 30-Oct. 5. Int'l Exbn. for Preservation, Safety & Protection of Mankind, Water, Air and Property. 8 rue de la Michondiere.
Oct. 2-12. Int'l Motor, Cycle, Motorcycle & Sports Exbn. 3 ave. du President Wilson.
Oct. 9-20. EQUIPHOTEL—16th Int'l Tech. Exbn. of Hotel Equip., Materials for Cafeterias & Allied Industries. 13 rue de Leige.
Oct. 10-26. 3rd Furnishing & Interior Decoration Exbn. 22 Ave. Franklin-Roosevelt.
Oct. 12-14. 18th Int'l Fishing & Camping Exbn. 15 rue de la Paix.
Oct. 11-20. EQUIPMAG—Int'l Shopfitting & Trade Equip. Exbn.
Oct. 20-25. MECANELEM—Int'l Exbn. of Hydraulic, Pneumatic & Mechanical Transmissions & Machinery Components. 40 rue de Colisee.
Oct. 29-Nov. 11. Exbn. "Childhood, Youth & Family". 11 rue Anatole-de-la-Farge.
Nov. 8-13. 18th Int'l Exbn. of Ladies' Ready-to-Wear. 35 rue Elienne Marcel.
Nov. 6-17. 4th Do-it-Yourself Exbn. 42 rue du Louvre.
Nov. 7-11. 28th Int'l Photographic Exbn. 5 Bis due Jacquemont.
Nov. 8-11. Exbn. of Children's Fashion, 11 rue Anatole-de-la-Farge.
Nov. 17-21. Hospital Exbn. 21 Place du Commerce.
Nov. 20-30. BATIMAT—Int'l Building Exbn. Ave. Niel.
January 1970. APPROMEUBLE—5th Int'l Exbn. of Furniture Equip. & Material Supplies. 22 Ave. Franklin-Roosevelt.
January 1970. Int'l Leather Week.

STANDING HIGH OVER THE CROWDS, this USA standard points the direction to a U.S. commercial exhibition at an international trade fair.

REGISTRATION OF VISITORS from an international trade fair held concurrently with a U.S. Trade Center show is underway here. Center shows and international fairs are occasionally held simultaneously.

January 1970. Int'l Pleasure Boat Show.
January 1970. Jewelry, Gold and Silverware.
January 1970. Int'l Lighting Exhibition.
January 1970. Int'l Carpet and Floor Covering Exbn.
January 1970. Int'l Furniture Exbn.
January 1970. Art Workshops Exbn.
February 1970. Int'l Toys and Games Exbn.
February 1970. Lingerie and Body Garments Exbn.
February 1970. Knitwear Exbn.
February 1970. European Men's Wear Exbn.
March 1970. Int'l Agricultural Machinery Show.
March 1970. Int'l Agricultural Show.
March 1970. Ideal Home Exbn.
March 1970. Int'l High Fidelity Stereophonic Festival.
March 1970. Business Gift Exbn.
March 1970. Int'l Electronic Components Exbn.
March 1970. Int'l Audio Equipment Exbn.
April 1970. Int'l Ladies' Ready-to-Wear Exbn.
April 1970. Machine Tool & Plant Equip. Exbn. Biennial.
April 1970. Int'l Fur Trade Fair.
April 1970. INTERSUC—Int'l Confectionery Exbn.
April 1970. Paris Int'l Trade Fair.
May 1970. EXPOMAT—7th Int'l Public Works & Building Equip. Exbn.
May 27-June 4, 1970. Int'l Electric Equip. Exbn. 11 rue Hamelin.
May 27-June 6, 1970. MESUCORA—Int'l Exbn. of Measurement, Testing Control & Automation. 20 rue Carpeaux.
June-July 1970. Int'l Dental Exbn.
November 1970. EUROPLASTIQUE—Int'l Plastics Conference & Exbn. 10 rue du Mont Thabor.
November 1970. 19th Int'l Packaging Exbn. 20 rue Carpeaux.
November 1970. Int'l Laundry, Dyeing & Dry Cleaning Exbn. 127 rue de Picpus.
November 1970. MATERIAL—Int'l Food Industries Equip. Exbn. 42 rue de Louvre.
October-November 1970. MATIC—Int'l Meat Industry Exbn. 42 rue de Louvre.
November 1970 SIAL—Int'l Food Products Exbn., 121 boulevard Haussmann.
November 1970. Int'l Bottling Exbn.
November 1970. Int'l Exbn. of Dairy Equipment.

Strasbourg

Sept. 4-15. Int'l Trade Fair. 3 ru Charles de Gaulle.

Tours

Sept. 18-21. 7th Western European Agricultural Fair.

Oct. 13-25. ● U.S. Rhine River Solo Exhibition. Exhibit Boat will visit Cologne, Wiesbaden, Karlsruhe, Duisburg & Rotterdam, (Netherlands). Featuring Industrial Process Control Equip.

Germany, Fed. Rep.

Berlin

Sept. 1-10. Int'l Fashion Week. 1000 Berlin 12.
Sept. 18-28. 7th Import Fair. 1000 Berlin 30.
Sept. 19-28. German Industries Exbn. 1000 Berlin 19.
Oct. 13-24. 77th Int'l Fashion Week. 1000 Berlin 12.
Oct. 15-19. Office Equip. Exbn. 1000 Berlin 19.
Oct. 31-Nov. 23. Int'l Book Fair. 1000 Berlin 30.
Dec. 6-21. Int'l Christmas Fair. "NOEL Market". 1000 Berlin 19.
Jan. 23-Feb. 2, 1970. Int'l Green Week. 1000 Berlin 19.
Mar. 13-22, 1970. Int'l Boat Show & Watersports Exbn. 1000 Berlin 19.
May 19-24, 1970. Pharmaceutical & Medico—Technical Exbn. 1000 Berlin 41.
Sept. 18-27, 1970. German Industries Fair.
Oct. 10-15, 1970. German Restaurant & Food Exbn. 1000 Berlin 19.

Cologne

July 6-9. 2nd Trade Exbn. & Convention for Inland Navigation.
Aug. 22-24. Int'l Men's Fashion Week.
Aug. 21-24. Int'l Exbn. of Clothing Manufacturing Machines and Technical Convention of Clothing Manufacturers.
Sept. 7-10. ORGATECHNIK—Exbn. for Organization and Technique in Office and Works.
Sept. 12-14. Int'l Housewares and Hardware Fair.
Sept. 18-21. Int'l Fair of Lingerie, Foundation Garments, Underwear and Swimwear.
Oct. 4-10. ANUGA—Int'l Exbn. of Fine Foods and Provisions.
Oct. 19-21. SPOGA—Int'l Trade Fair of Sporting Goods, Camping Equipment and Garden Furniture.
Oct. 24-26. Int'l Fair "FOR THE CHILD".
Jan. 20-25, 1970. Int'l Furniture Fair.
Feb. 19-22, 1970. Int'l Household Goods and Hardware Fair.
Apr. 17-19, 1970. Int'l Fair "FOR THE CHILD".
May 24-31, 1970. 51st DLG—Int'l Agricultural Exbn.
Aug. 28-30, 1970. Int'l Men's Fashion Week.
September 1970. IFMA—Int'l Bicycle & Motor Cycle Exbn.
September 1970. Int'l Household Goods & Hardware Fair.
September 1970. Int'l Lingerie, Foundation Garments & Swimwear.
Oct. 3-11, 1970. PHOTOKINA—World Fair for Photography.
Oct. 16-18, 1970. Int'l Fair "FOR THE CHILD".
October 1970. SPOGA — Int'l Sporting Goods, Camping Equip. and Garden Furniture.

Dortmund

May 8-15, 1971. 3rd Int'l Exbn. "Education for Progress in the World".

Duesseldorf

Aug. 23-31. TEENAGE FAIR—Exbn. for Young People. NOWEA—4000 Duesseldorf, Postfach 10203.

Sept. 14-17. IGEDO—Int'l Fashion & Sales Week for Ladies Outerwear.

Sept. 26-30. KOSMETIKA—Int'l Exbn. for Cosmetics & Hygiene. 4000 Duesseldorf, Postfach 10202.

Sept. 27-29. GDS—European Footwear Sample Display. 4000 Duesseldorf, Postfach 10203.

Oct. 26-30. IGEDO—Int'l Fashion & Sales Week for Ladies Outerwear.

Nov. 12-15. Industrial Safety & Factory Hygiene. NOWEA — 4000 Duesseldorf.

Feb. 21-25, 1970. EUROSHOP—3rd European Fair for "Modern Shopfitting & Display" with Congress. 4000 Duesseldorf, Postfach 10203.

November 1970. INTEROZEAN '70—Int'l Congress & Exbn. for Oceanology and Exploitation of the Sea.

October 1971. KUNSTOFFE—6th Int'l Plastics Fair.

Essen

Sept. 20-28. ● 7th Int'l Welding & Cutting Trade Fair.

October. 8th Int'l Caravan Exbn.

Nov. 6-13. 20th Fair of Hotel & Catering Trades. GmbH. 4300 Essen, Norbertstrasse 2.

Apr. 4-12, 1970. CAMPING—70—17th German Camping Exbn. with Int'l Boat Show. 4300 Essen, Norbertstrasse 2.

Frankfurt

Aug. 24-27. Int'l Fall Fair. 6000 Frankfurt am Main.

Aug. 24-27. Fair for Inside-Decoration & Floor Coverings (part of Int'l Fall Fair). 6000 Frankfurt am Main.

Sept. 11-21. 44th Int'l Auto Show. 6000 Frankfurt am Main.

Oct. 8-13. Frankfurt Int'l Book Fair. 6000 Frankfurt am Main.

Oct. 16-19. Exbn. "Paint & Varnish". 6000 Frankfurt am Main.

Nov. 18-21. INTERSTOFF—Int'l Trade Fair for Clothing Textiles. 6000 Frankfurt am Main.

Feb. 22-26, 1970. Frankfurt Int'l Spring Fair. 6000 Frankfurt am Main.

Apr. 15-19, 1970. Int'l Fur Fair. 6000 Frankfurt am Main.

June 17-24, 1970. ACHEMA—1970—16th Int'l Chemical Engineering Trade Fair.

Aug. 30-Sept. 2, 1970. Frankfurt Int'l Fall Fair.

Sept. 24-Sept. 29, 1970. Frankfurt Book Fair.

Hamburg

Aug. 22-31. Ideal Home Exbn. 2000 Hamburg 36.

Sept. 20-21. Textile & Clothing Fair. 2000 Hamburg 36.

Oct. 5-8. Office Equip. Exbn. 2000 Hamburg 36.

Oct. 21-26. 2nd Int'l Exbn. Container & Combined Transport Equip. 2000 Hamburg 36.

Hanover

Aug. 30-Sept. 7. 16th Ideal Home Exbn. 3000 Hanover, Schillstrasse 5.

Jan. 24-Feb. 2, 1970. CONSTRUCTA—70—Int'l Building Exbn.

March 1970. "EN-Route 70"—Int'l Leisure Time, Traveling & Camping Exbn. 3000 Hanover, Podbielskistrasse 79.

Apr. 24-May 3, 1970. German Aviation Show. 3000 Hanover, Messegelande.

Apr. 25-May 5, 1970. Hanover Int'l Fair. Accessories. 3000 Hanover, Messegelande.

June 1-5, 1970. Int'l Exbn. of Non-Destructive Testing Equip. & Accessories. 3000 Hanover, Welfengaitesa 1.

Sept. 6-15, 1970. IWAH-70 Machine-Tool Exbn. 6000 Frankfurt a.m., Corneliusstrasse 4.

Sept. 26-Oct. 4, 1970. Int'l Exbn. & Congress for Physicists.

Munich

Sept. 6-13. IFAT—2nd Int'l Trade Exbn. of Sewage Engineering. 8000 Munich 12, Theresienhohe 13.

Oct. 5-9. 20th Fashion Week. 8000 Munich 90.

Oct. 25-Nov. 2. CONSUMENTA—Ideal Home Exbn. 8500 Nuremberg.

Oct. 28-31. Office Equipment Exbn. 8000 Munich 2, Karlsplatz 7.

Nov. 10-15. SYSTEMS-69, Program Instruction Exbn. 8000 Munich 12.

Nov. 22-23. Exbn. and Congress for Specialists for Internal Diseases.

Mar. 13-22, 1970. IHM-70, 22nd Int'l Handicrafts Fair. 8000 Munich 12.

Apr. 5-9, 1970. Fashion Week. 8000 Munich 90. Semi-Annual.

Apr. 28-May 2, 1970. ANALYTICA—2nd Int'l Trade Fair for Biochemical Analysis.

June 6-14, 1970. Int'l Forestry and Wood Exbn. 8000 Munich 12.

Aug. 24-29, 1970. Exbn. and Congress on Haematology. 8000 Munich 12.

September 1970. IKOFA—8th Int'l Exbn. of Groceries and High-class Provisions. 8000 Munich 12.

Oct. 4-8, 1970. Int'l Fashion Week. 8000 Munich 90. Semi-Annual.

Oct. 21-24, 1970. CONTAINERIZATION. Int'l Trade Fair & Congress for Systems & Methods.

Oct. 22-28, 1970. ELECTRONICA—Int'l Fair for Electronic Components, Measuring, & Manufacture Equip.

June 18-23, 1971. 18th Int'l Dental Show. 6000 Frankfurt am Main.

Nuremberg

Nov. 8-16. Int'l Inventors and Novelties Exbn.

Nov. 8-16. 16th Ideal Home Exbn. 8500 Nuremberg, Messehallen.

Nov. 8-16. Building and Housing Trade Fair. 85006 Nuremberg, Messehallen.

Feb. 14-20, 1970. 21st Int'l Toy Fair with special show of Model Construction Kits and Hobby crafts. 8500 Nuremberg Berliner Platz 24.

Offenbach

Aug. 23-27. Int'l Leather Goods Fair. 7050 Offenbach a.m. Kaiserstrasse 108-112.

Saarbruecken

April 1970. 21st Int'l Saar Trade Fair.

Stuttgart

Aug. 29-Sept. 7. German Radio & TV Fair. 7000 Stuttgart, AM Kochenhof 16.

Jan. 31-Feb. 8, 1970. Motor, Sport, Leisure Time Int'l Trade Fair.

Apr. 8-12, 1970. INTHERM-70—Int'l Gas and Oil Heating Exbn. 7000 Stuttgart, AM Kochenhof 16.

Sept. 26-30. Int'l Office Equip. Fair. 7000 Stuttgart, AM Kochenhof 16.

February 1971. INTER-HOSPITAL—Int'l Hospital Fair and 6th German Hospital Convention. 7000 Stuttgart, AM Kochenhof 16.

June 1971. Int'l Revolving Shutter Products Fair. Postfach 990, 7000 Stuttgart.

Wiesbaden

Oct. 11-13. 3rd Int'l Souvenir and Gift Fair.

Oct. 31-Nov. 9. HAFA—Household Equip. Fair. 6200 Wiesbaden.

Nov. 30-Dec. 2. 50th Int'l Millinery Fair. 6000 Frankfurt A.M. Kaiserstrasse 64.

February 1970. HOGA—Int'l Hotel and Catering Trade Fair.

Mar. 8-10, 1970. 32nd Int'l Sports Trade Fair. Postfach 2034, 62 Wiesbaden.

April 1970. Pharmaceutical and Electro-Medical Fair.

June 1970. Nuclear Medicine, Exbn. and Congress.

Germany, Soviet Zone

Leipzig

Aug. 31-Sept. 7. Int'l Fall Fair. Hain-

strasse 18.
March 1970. Int'l Spring Fair. Hainstrasse 18.

Ghana

Accra

February 1971. Ghana Int'l Trade Fair. P.O. Box M 47, Ministry Branch Post Office.

Greece

Thessaloniki

Sept. 7-28. Int'l Fair of Thessaloniki. Thessaloniki 36.

Guatemala

Guatemala City

Oct. 30-Nov. 21, 1971. INTERFER-71—Int'l Industrial Samples Fair.

Hong Kong

Hong Kong

Dec.-Jan. 27th C.M.A. Exbn. of Hong Kong Products. (35 days). CMA Bldg., 64-65 Connaught Rd. C.

Hungary

Budapest

Sept. 5-15. Int'l Fall Fair. Alberti Irsai ut 10, Budapest 10.
May 1970. Int'l Trade Fair. Vorosliget, Budapest 15.

India

Bombay

March 1970. 6th Agricultural Exbn. 16th Rd. TPs III, Bandra, Bombay 50 AS.

Madras

Dec. 21-Jan. 31. Khadi Swadeshi & Industrial Exbn. Teynampet Madras—6.

Indonesia

Djakarta

June 14-Aug. 23. Djakarta Int'l Trade Fair. Nat'l Board of Indonesian Fairs & Exbns. 47 Djalan Krekot Bruder.

Iran

Tehran

Oct. 5-24. ► 2nd Asian Int'l Trade Fair General Industrial Equip.

Iraq

Baghdad

Oct. 1-31. Int'l Trade Fair. Capital & Consumer Goods. Al-Mansoor.

Ireland

Dublin

Aug. 28-Sept. 6. Irish Int'l Food & Drink Fair 39 Upper Fitzwilliam St., Dublin 2.

Sept. 21-25, 1970. Irish Packaging Exbn.

Israel

Tel Aviv

Oct. 5-10. ● U.S. Solo Exhibition. Selected medical, hospital equipment, machine tools, chemical processing equipment and hotel and catering equip.

June 2-16, 1970. Tel Aviv Int'l Trade Fair. Exbn Co. Ltd.

Italy

Ancona

June 26-July 6. 29th Int'l Fishing & Nautical Sports Fair.

Bari

Sept. 10-23. 33rd Int'l Levant Fair. General. Fiera de Levante.

Bologna

Oct. 4-12. SAIE—5th Int'l Exbn. of Building Industrialisation.

Nov. 12-16. EIMA—Int'l Agricultural Machinery Fair. Via del Lavaro N.67.

Ferrara

Sept. 5-12. EUROFRUT-69—4th Int'l Garden & Fruit Exbn. Biennial. Largo Castello 10.

Florence

Sept. 1-7. Samples Exbn. of Footwear, Leathergoods, & Leather.

Genoa

Oct. 18-26. INTERCOM—4th Int'l Communications Fair & Convention. Piazzale J. F. Kennedy.

Nov. 19-23. TECNHOSPITAL—2nd Exbn. of Equip. for Hospitals, Nursing Homes, Health Centers & Private Clinics. Piazzale J. F. Kennedy.

Nov. 15-25. TECNHOTEL—6th Int'l Hotel & Tourist Equip. Exbn.

Oct. 18-28. Int'l Container Exbn.

February 1970. 9th Int'l Boat Show. Piazzale J. F. Kennedy.

October 1970. 3rd Int'l Exbn. of Welding & Welded Constructions. Piazzale

EQUIPMENT DEMONSTRATIONS such as this, held during a trade fair, are often a key selling point.

SALES TALK IS THE LANGUAGE of the day at U.S. exhibition booths. The North American Machinery of Hackensack display drew more than talk; it drew sales.

J. F. Kennedy.

October 1970. 2nd Int'l Exbn. of Fire-Fighting & Accident Prevention Means. Piazzale J. F. Kennedy.

Milan

Sept. 6-9. 6th MACEF—Household Goods, Glassware, Ceramics, etc.

Sept. 6-11. Electronic Instruments & Components Fair.

Sept. 7-14. Int'l Music Show.

Sept. 20-28. SMAU—6th Int'l Office Machinery & Equip. Exbn.

Sept. 21-28. 2nd Int'l Furniture Fair. Corso Magenta 96.

Oct. 4-10. IPACK-IMA—Int'l Exbn. for Packing & Packaging, Mechanical Handling, Food Processing Industrial Machinery. 621 Via Carlo Ravizza.

Oct. 4-12. GEC—Int'l Exbn. & Congress of Printing, Publishing & Paper Industries. Lungo PO Antonelli 49.

Oct. 18-26. EXPO-CT—Int'l Exbn. of Trade & Tourist Facilities & Equipment.

Oct. 21-26. FLUID-69—2nd Int'l Hydraulic, Pneumatic Apparatus & Lubrication Fair. Via Luciano Manara 15.

Oct. 25-27. 13th SINCAS—Int'l Sporting & Camping Equip. Show.

Nov. 8-16. Int'l Show of Wine and Bottling Machinery.

Nov. 22-30. Int'l Cycle & Motorcycle Exbn.

January 1970. Int'l Leather Goods Show.

January/February 1970. Int'l Toy Show.

March 1970. HEVAC—Heating, Air Conditioning, Plumbing & Sanitary Equip. Exbn. & Convention.

March 1970. MIAS—10th Int'l Sporting Goods Show.

March 1970. Int'l Woodworking Machinery Exbn.

April 1970. Milan Samples Fair.

May 1970. Int'l Textiles for Wearing Apparel & for Furnishing Exbn.

July 1970. COMIS—Tricot & Knitwear Exbn.

Sept. 1970. COMIS-INFANTEEN — Infants & Teenagers Clothing & Layetts Exbn.

Sept. 1970. COMIS-INTIMAR—Exbn. of Underwear & Beach Wearing Apparel.

Sept. 1970. MACEF—Household Goods, Glassware, Ceramics, Hardware & Tool Int'l Exbn.

Sept. 1970. Int'l Exbn. of Electronic Components, Electronic Measuring Instruments & Accessories.

Sept. 1970. SMAU—Office Machines & Equip.

November 1970. BIAS—Int'l Show & Congress of Automation & Instrumentation.

November 1970. OSMESA—Int'l Hospital & Medical Equip. & Supplies, First Aid Equip., in case of National Calamity.

Naples

June 21-July 6. 12th Int'l Ideal Home Fair.

February 1970. EXPOSUDHOTEL—Hotel & Tourist Equip. Show. Piazzale V. Tecchico 51.

Feb. 1-9, 1970. SIVEL—Int'l Wines & Spirits Exbn.

Feb. 16-23, 1970. AGROSUD—Agricultural Exbn.

Mar. 16-23, 1970. MOBILSUD—3rd Furniture Exbn. Piazzale V Tecchio 51.

May 1970. SICAF—2nd Int'l Stationery & Allied Trades Exbn. Piazzale V Tecchio 51.

May 31-June 5, 1970. SIR—2nd Italian Gift Show. Piazzale V. Tecchio 51.

Padua

Sept. 25-29. SEP-69—3rd Int'l Public Works & Services Exbn. Via Nicolo Tommaseo 59.

Oct. 9-13. TRAMAG—7th Int'l Mechanical Handling & Storage Exbn.

Nov. 1-4. 16th Show, Materials, Leather Goods, Accessories & Machines Show. Via Nicolo Tommaseo 59.

Parma

Sept. 20-28. 24th Int'l Exbn. of Canning and Allied Packaging, Machinery & Equip. for Canned Food Industry.

Rome

March 1970. Int'l Electronic, Nuclear Energy, Television, Radio & Motion Picture Show.

Trieste

June 15-29. Int'l Specialized Exbn. of Timber.

June 21-July 5. 21st Int'l Samples Fair. Piazzale A. de Gasperi 1.

Turin

Sept. 5-8. SAMIA—29th Int'l Fashion Trade Fair. Corso Massimo d'Azeglio 74.

Sept. 25-Oct. 6. 19th Int'l Technical Fair. Corso Massimo d'Azeglio 15.

Sept. 25-Oct. 6. 6th Int'l Mountain Exbn. Corso Massimo d'Azeglio 15.

Oct. 29-Nov. 9. 51st Int'l Auto Show. A.N.F.I.A. Corso Galileo Ferraris 61.

Verona

Sept. 6-15. Int'l Exbn. of Marble & Marble Working Machinery.

Vigevano

August-September. Int'l Footwear, Leather and Shoe Machinery Exbn.

August-September 1970. Int'l Footwear, Leather and Shoe Machinery Exbn.

Jamaica

Kingston

Aug. 6-8. The Denbigh Agricultural Show & Fair. 10-12 North Parade.

Japan

Osaka

Oct. 1-7.● Japan Electronics Fair. (alternates between Osaka & Tokyo).

Mar. 15-Sept. 13, 1970. EXPO-70. Japan World Expo.

Apr. 16-29, 1970. INTER-ENGINEERING Int'l Technical Engineering Exbn.

Oct. 28-Nov. 8, 1970. 5th Japanese Machine Tool Fair. Biennial.

Tokyo

July 5-10. 3rd Int'l Metal Working Machinery Exbn.

July 19-24. Int'l Welding Exbn.

July 21-25.● U.S. Solo Exbn. Advanced Food Processing & Serving Equip. Show.

Aug. 4-6. 30th Leather Goods Fair.

Aug. 21-26. Japan Electronic Computer Show.

August. Printing Equip. Fair.

Aug. 30-Sept. 2. 2nd Audio-Visual Industrial Training Equip. Exbn.

Sept. 5-9. INTER-PACK. Int'l Packaging Exbn.

Sept. 16-21. Chemical Plant Engineering Exbn.

Sept. 26-Oct. 1. Int'l Hydraulic & Pneumatic Machinery Fair.

Oct. 6-11. Int'l Exbn. & Congress of Radiology.

Oct. 13-16. 8th Int'l Toy Fair.

Nov. 11-16. 11th Tokyo Auto Show.

Apr. 10-19, 1970. Japan Electronics Show.

Sept. 16-21, 1970. Japan Plant Engineering, Exbn. (HEVAC Exhibit).

Sept. 22-28, 1970. TOKYO-PACK — Int'l Packaging Exbn.

June 1971. Int'l Gas Turbine Conf. & Products Show.

Kenya

Nairobi

Sept. 23-30. Nairobi Show. Agricultural & General Industrial. P.O. Box 30176.

Mombasa

Aug. 29-31. Mombasa Show. P.O. Box 30176, Nairobi.

Korea

Seoul

Sept. 2-8. 1st Int'l Business Machine Show. Chongno-ku.

Sept. 9-20. Korean Trade Fair. P.O. Box 1621.

Lebanon

Beirut

March 1970. Beirut Ideal Home Show. Farah Bldg., Hamra St.

Libya

Tripoli

March 1970. 9th Int'l Tripoli Trade Fair. P.O. Box 891, Almaarad.

Luxembourg

Luxembourg

Sept. 2-10. Luxembourg Furniture Fair. 41 rue Glessener.

Malta

Naxxar

July 1-15. 13th Int'l Malta Trade Fair. The Fair Grounds.

Mexico

Mexico City

Sept. 18-26. ● U.S. Solo Exbn. Advanced Machine Tools.

THIS LIST INDICATES the location and number of shows staged by the U.S. Of the 100 listed, Germany and France have hosted the largest number.

Sept. 19-26. 19th World Veterinary Congress & Exbn.

Morocco

Casablanca

April 1971. Casablanca Int'l Trade Fair. 11 rue Jules-Mauran.

Mozambique

Lourenco Marques

June 1970. FACIM—5th Agricultural, Commercial & Industrial Fair. P.O. Box 1761.

Netherlands

Amsterdam

Sept. 8-10. 24th Annual Int'l Men's Fashion Fair. Stichting Herenmodebeurs, 101 Van Eeghenstraat.

Sept. 19-28. 16th Biennial FIRATO—Int'l Radio, Television and Electronics Exbn. Stichting FIRATO, 82 Minervalaan.

Sept. 21-28. 9th Biennial ETB—Int'l Electrotechnical Trade Fair.

Oct. 12-15. 9th Semi-annual INTERCONTEX—Ladies' Ready-to-Wear and Textile Fair.

Oct. 21-25. 2nd AQUATECH—Water Purification, Treatment and Handling.

Oct. 24-Nov. 2. Biennial. Int'l Toy Fair. 8 Europaplein.

Nov. 11-15. ● EUROPORT—8th Int'l Exbn. for Shipping, Ship Building, Navigation and Harbor Equipment, U.S. Shipbuilding and Marine Equipment.

Nov. 24-27. INTERCLEAN—3rd Annual Int'l Exbn. for Commercial Cleaning Agents and Maintenance. RAI—Gebouw, 8 Europaplein.

January 1970. HORECAVA—Hotel and Catering Exbn. RAI Gebouw, 8 Europaplein.

Jan.-Feb. 1970. Annual CARAVAN—Int'l Exbn. of Camping.

January 1970. Int'l Agricultural Implement Exbn. RAI Gebouw, 8 Europaplein.

February 1970. Int'l Exbn. of Commercial Vehicles. Biennial.

February 1970. Int'l Two wheeler Show. Biennial. RAI Gebouw, 8 Europaplein.

March 1970. Fashion Week. RAI Gebouw, 8 Europaplein.

March 1970. HISWA—15th Annual Int'l Camping & Water Sports Exbn.

April 1970. 10th Semi-annual INTERCONTEX. Ladies' Ready-made Clothing and Textile Fair. RAI Gebouw, 8 Europaplein.

April 1970. 25th Annual IDEE—Int'l Household Fair. RAI Gebouw, 8 Europaplein.

May 1970. Biennial AUTOVAK—Garage Equipment, Tools and Apparatus. RAI Gebouw, 8 Europaplein.

Sept. 22-30, 1970. 6th Biennial Efficiency Fair—Business Machines. RAI Gebouw, 8 Europaplein.

September 1970. 25th Int'l Men's Fashion Fair.

Oct. 11-14, 1970. 11th Semi-annual INTERCONTEX.

Oct. 12-16, 1970. 4th Biennial FIAREX Electronics Fair.

Oct. 20-24, 1970. 3rd Annual AQUATECH—Water Purification, Treatment and Water Handling.

Nov. 10-14, 1970. 9th Annual EUROPORT.

Nov. 23-26, 1970. 4th Annual INTERCLEAN — Exbn. for Commercial Cleaning Agents & Maintenance.

The Hague

Aug. 26-30. WEHATE — Annual Int'l Technical & Horticultural Fair.

Sept. 19-30. 88th Annual Ideal Home Show.

June 14-16, 1971. European Assn. of Radiology—Congress and Exbn.

Rotterdam

Sept. 9-13. RECUPERATIE-'69—Recovery of raw materials from old waste materials.

Sept. 26-Oct. 7. FEMINA—22nd Annual Int'l Fashion & Housekeeping Fair.

Oct. 21-25. 4th Annual NEDEX—Int'l Exbn. for Transportation, Storage, Forwarding and Containerization Fair.

Nov. 24-28. 2nd Annual ODPEX—Offshore Drilling and Production Exbn.

Sept. 25-Oct. 6, 1970. 23rd Annual FEMINA—Int'l Fashion & Housekeeping Fair.

October 1970. 5th Annual NEDEX—Int'l Exbn. for Transportation, Storage, Forwarding and Containerization Fair.

Utrecht

Aug. 31.-Sept. 5. Int'l Fall Fair, includes INTER DECOR—Furnishing Fabrics and Floor Coverings Exbn. and S-70—Lighting Goods Exbn. Vredenburg 49.

Sept. 9-13. EUROFINISH/VOM-69 — Int'l Exbn. of Metal Finishing Techniques. Vredenburg 49.

Sept. 15-18. THE CHILD—Semi-Annual Junior Articles and Fashions Exbn. Vredenburg 49.

Oct. 7-16. MEDICA—Biennial Int'l Hospital Equipment Exbn. Vredenburg 49.

Oct. 7-16. Biennial HET INSTRUMENT-69—Technical and Scientific Instruments Fair. Sparrenlaa 2, Soest.

Aug. 25-29. INDRO—7th Annual Int'l Perfumery Trade Fair.

Nov. 3-5. SPOVAK—Semi-annual Int'l Sports & Camping Exbn.

Nov. 3-8. 12th Biennial Int'l Furniture Fair.

December. VACATION-70.

Mar. 1-6, 1970. 92nd Annual Int'l Spring Fair. Vredenburg 49.

Apr. 2-9, 1970. Engineering Production, Water Purification, Industrial Materials and Equip. Exbn.

Apr. 22-29, 1970. 9th Biennial MACROPAK—Int'l Packaging Exbn. and 1st World Packaging Congress.

January 1970. Annual Winter Trade Fair for Luggage & Leathergoods.

March 1970. THE CHILD—Semi-annual Junior Articles & Fashions Exbn.

April 1970. Annual ISN—Int'l Shoe Fair.

April 1970. ROKA—Biennial—15th Int'l Foodstuffs & Beverage Fair.

June 1970. Annual Summer Trade Fair for Luggage & Leathergoods.

August 1970. 8th Annual INDRO—Int'l Perfumery Trade Fair.

Oct. 7-15, 1970. Mechanical Handling Trade Fair. Vredenburg 49.

Oct. 29-Nov. 5, 1970. Quadrennial MACROPLASTIC—Int'l Plastic and Rubber Exbn.

October 1970. Triennial Int'l Meat Industry Exbn.

Valkenburg

Oct. 1-5. 8th Int'l Builders Trade Fair. Eurohal, N.V., Postbus 32.

Zuidlaren

Oct. 20-22. Int'l Agricultural Fair. Implements, Feedstuff, Seeds and Cattle. Prins Bernhardhoeve, Brenk O . . Z. 12a.

New Zealand

Auckland

Aug. 20-Sept. 6. Int'l Trade Fair. Box 26014, Epsom/Auckland.

QUALIFIED COMPANY REPRESENTATIVES are expected to be at booths to accurately describe products.

Oct. 4-11. Boat and Caravan (Trailer) Show.

Christchurch

Apr. 8-18, 1970. Int'l Machine Tool Show —Canterbury Mgnfrs. Assn. P.O. Box 381.

Norway

Oslo

Sept. 25-Oct. 6. Today's Housekeeping Exbn. Akersgt 42, Oslo 1.
Oct. 15-26. Heating, Sanitary and Ventilating Exbn. Forskningsun 1, Oslo 3.
Feb. 6-21, 1970. Holiday and Leisure Time Exbn. Box 130, Skogen, Oslo 2.
Mar. 7-18, 1970. Int'l Boat and Motor Show. Stortingsgaten 12, Oslo 1.
Apr. 7-18, 1970. Agricultural Week. Rosenkrantzgaten 8, Oslo 1.
May 1970. Teenage Fair. Lorenvongen 37, Oslo 5.
Aug. 25-Sept. 10, 1970. 6th Technical Fair. Rosenkrantzgaten 22, Oslo 1.
Sept. 4-13, 1970. Machinery & Equip. Exbn.
Oct. 7-11, 1970. Int'l Office Machinery and Equip. Fair. Prinsensgaten 21, Oslo 1.
Oct. 28-Nov. 15, 1970. Int'l Ideal Home Exbn. Akersgaten 32, Oslo 1.
May 1971. Int'l Shipping Exbn. 3rd Postbox 130, Skoyen, Oslo 2.
September/October 1971. Building Machines and Materials Exbn. Grensen 10.

Stravanger

Aug. 6-13. Int'l Sport Fishing Tackle and Equip. Fair.

Trondheim

Aug. 14-21. 3rd Norwegian Fisheries Fair. Postbox 130, Skoyen, Oslo 2.

Pakistan

Karachi

March 1970. Pakistan Int'l Trade Fair. Pakistan Exbns. Corp., P.O. Box 7470.

Paraguay

Asuncion

Sept. 8-12. Inter-American Telecommunications Committee Conference & Exhibit.

Peru

Lima

Nov. 14-30. 6th Pacific Int'l Trade Fair. Biennial. Apartado P.O. Box 4900.

Poland

Poznan

June 14-23, 1970. 39th Int'l Trade Fair. General Glogowska 14.

Warsaw

May 17-24. 15th Int'l Book Fair. Krakowskie Przedmiescie 7.

Portugal

Lisbon

March 1970. FILGRAFICA—Int'l Books and Graphic Arts Show. Phaca das Industrias, Lisbon 3.
April 1970. NAUTICAMPO—4th Int'l Display of Goods for Outdoor Recreation. Sailing, flying, camping and sports equip. das Industrias, Lisbon 3.

Romania

Bucharest

Aug. 1970. 3rd Int'l Beekeeping Exbn. Fair.

Somali Republic

Mogadiscio

Sept. 28-Oct. 12. 10th Int'l Trade Fair. P.O. Box 27.

South Africa

Cape Town

Oct. 20-25. Fishing Industries Exbn. P.O. Box 2900, Johannesburg.

Johannesburg

July 21-26. Chemical Industries Exbn. P.O. Box 2900.
July 30-Aug. 7. Int'l Construction Machinery Fair. P.O. Box 7870.
Aug. 11-16. Education & Careers Exbn.
Aug. 18-23. Int'l Mining Exbn. P.O. Box 2900.
Aug. 30-Sept. 6. Rand Daily Mail Great Outdoors Fair. Caravans & Camping Equip.
Sept. 22-27. AIREX '69—Air Conditioning, Heating & Cooling Equip. P.O. Box 2900.
Sept. 22-27. Supermarket, Grocery & Meat Trades Equip. Fair. P.O. Box 2900.
Sept. 27-Oct. 11. Rand Daily Mail Ideal Homes Exbn. P.O. Box 15517, Siemend.
Oct. 13-18. 6th Instrument & Automation Exbn. P.O. Box 15517, Siemend.
Oct. 13-18. MINES '69. P.O. Box 15517, Siemend.
Oct. 13-18. Chemical Engineering Exbn. P.O. Box 15517, Siemend.
Oct. 20-25. Factory Equipment Exbn. P.O. Box 2900.
Nov. 10-19. POWER-69—Motor cars, accessories, spares, conversion kits, etc. P.O. Box 15517, Siemend.
Nov. 17-22. Motor Trade Show. P.O. Box 2900.
January 1970. Hotel Catering and Food Processing Equip. P.O. Box 15517, Siemend.
April 1970. Rand Easter Show. P.O. Box 15517, Siemend.
June 22-25, 1970. Int'l Medical Exbn.
July 1970. Engineering and Welding Equip. P.O. Box 15517, Siemend.
Aug. 5-13, 1970. Int'l Bldg. Trades Exbn.
August 1970. Textiles Fair. P.O. Box 15517, Siemend.
September 1970. Great Outdoors Fair. P.O. Box 15517, Siemend.
November 1970. Power 1970. P.O. Box 15517, Siemend.

Spain

Barcelona

Oct. 10-20. 7th Int'l Photo, Television and Radio Exbn. Ave. Maria Cristina. Parque de Montjuich.
Oct. 27-30. 9th Clothing Fair. Ave. Jose Antonio 670-4e.
Nov. 8-20. HOGAROTEL—Interior Decoration, Restaurant and Int'l Hotel Equip. Exhib., Ave. Maria Cristina, Parque de Montjuich.
Nov. 8-20. Int'l Expo. of Applied Arts. Ave. Maria Cristina, Parque de Montjuich.
Mar. 13-22, 1970. GRAPHISPAC—Int'l Printing, Packaging and Canning Machinery Fair.

Bilbao

July 1-12. Int'l Samples Fair. Tercio De Begona, 2, Apartado 468.
Mar. 3-12, 1970. 6th Biennial Spanish Technical Machine Tool Fair. Apartado 468.
Oct. 22-31, 1970. EXPOQUIMIA-70—Tech. Fair for Chemical Industry Products.
Mar. 3-12, 1971. 4th Technical Fair of Electrical Industries & Mechanical Handling Equip. Apartado 468.

Elda

Sept. 16-22. FICIA—Int'l Footwear and Allied Industries Fair. Ave. Chapi.

El Ferrol del Caudillo

July 15-13. Shipbuilding Industries and Samples Fair. Frutos Saavedra 158.

Madrid

June 28-July 13. AIDA—Int'l Food

Exbn. Ave. Portugal, S/N Madrid 14.
Oct. 4-13. Engineering Fair for Applied Chemistry and Mongraphical Plastics Exbn. Ave. Generalisimo 175.
Oct. 16-31. FICCP—3rd Int'l Construction & Public Work Fair. Ave. de Portugal, S/N.
Nov. 7-16. SIMO—Int'l Office Equip. Fair. Ave. Generalisimo 175 (Executive Committee: Plaza del Conde del Valle de Suchil, 8; Madrid 15).
Dec. 20-31. Sports and Camping Exbn. Ave. Generalisimo 175. Madrid.

Murcia

April 1970. 8th Int'l Canned Food and Provisions Fair.

Salamanca

Sept. 11-21. 4th Int'l Fair of the cattle Industry, derived and auxiliary products. Plaza de Xesmeros, I.

Seville

April 1970. 19th Ibero-American Trade Fair. Llano del Real 2.

Valencia

Sept. 13-21. 3rd Spanish Fair of Children's Fashion. Paseo al Mar. 2. Apartado 476, Valencia 10.
Oct. 11-20. 7th Spanish Furniture Fair & Int'l Woodworking Machinery Fair. Paseo Mar, 2. Apartado 476, Valencia 10.

Zaragoza

Oct. 2-16. 24th Nat'l and official Sample Fair. Gran Via S/N Palacio Ferial.

Surinam

Paramaribo

Sept. 25-Oct. 8. Surinam Trade Fair. Gravenstraat 7.

Sweden

Goteborg

Sept. 6-14. Swedish Ideal Home Exbn.
Sept. 23-24. Shoe Fair. Narvavagen 7, Stockholm 0.
Oct. 9-15. SCANCORR 69—2nd Int'l Corrosion & Surface Protection Exbn. Stampgatan 38, Goteborg C.
Oct. 28-Nov. 2. ELFACK '69—1st Int'l Electro-Technical Trade Fair. Svenska Massan.
Nov. 20-26. SCANPLAST—North European Plastics Exbn. Box 52, Goteborg C. Skandinavish Belysningsmassa, Box 52.
Jan. 21-25, 1970. 7th Scandinavian Lighting Fair. Box 52, Markaryd.
Feb. 12-22, 1970. Swedish Boat Show. Box 29010.
Mar. 10-11, 1970. Shoe Fair. Narvavagen 7, Stockholm 0.
May 9-18, 1970. 53rd Int'l Swedish Trade Fair. Svenska Massan, Goteborg S.
Sept. 12-20, 1970. Swedish Ideal Home Exbn.
Oct. 15-21, 1970. SCANPACK—Int'l Packaging Exbn. Stamp-Gatan 38, Goteborg C. 3rd.
Nov. 3-7, 1970. Restaurant Fair.
Jan. 16-20, 1971. Scandinavian Lighting Fair.
Feb. 11-21, 1971. 12th Swedish Int'l Boat Show.
Mar. 10-14, 1971. 3rd Int'l Exbn. for Medical Care and Health.
Mar. 30-Apr. 3, 1971. INTER-REST—Hotel and Restaurant Exbn. Box 4034, Molmo 4.
May 7-16, 1971. 54th Swedish Trade Fair.
Sept. 11-19, 1971. Swedish Ideal Home Exbn.

Halsingborg

Aug. 2-10. 7th Fair of Arts & Antiques. Hamntorget Halsengbory.

Jonkoping

June 5-19, 1970. ELMIA—Agricultural & Industrial Fair.
June 3-13, 1971. ELMIA—Agricultural & Industrial Fair.

ATTRACTIVE ENTRANCES welcome overseas visitors to U.S. commercial exhibits at international fairs.

Malmo

Aug. 15-24. HISMAI & 51st Int'l Samples Fair. Box 19015, Malmo 19.
Oct. 1-4. RESTA IV—4th Int'l Hotel & Restaurant Fair. Box 19015, Malmo 19.
Oct. 31-Nov. 4. "Do-it-Yourself" Exbn. Sports Equipment, Hobby and Leisure Time Exbn. Vastanvog 7.
Jan. 24-Feb. 1, 1970. 5th Int'l Boat Show.
Feb. 28-Mar. 8, 1970. MOTORVAREN—Automobile and Accessories Fair.
Apr. 17-21, 1970. MEKANIK-70—Industrial Branches Fair. Box 19015, Malmo 19.
Aug. 14-23, 1970. BYGG-MA III & 52nd Int'l Samples Fair.
Nov. 5-9, 1970. Do-it-Yourself Exbn.
Jan. 31-Feb. 7, 1971. 6th Int'l Boat Show.
Apr. 7-12, 1971. MOTORVAREN—Automobile & Automotive Accessories Fair.
May 19-23, 1971. Scandinavian Furniture Fair. Box 14015, Stockholm 14.
Aug. 13-22, 1971. A Cleaner World. II & 53rd Int'l Samples Fair. Box 19015, Malmo, 19.
Sept. 29-Oct. 2, 1971. RESTA V—Int'l Hotel and Restaurant Fair. Box 19015, Malmo 19.
November 1971. Do-it-Yourself Exbn.

Stockholm

Sept. 1-4. CARPEX—Int'l Carpet Exbn. Nortullsgatan 10.

PUMPS BY BARNES caught the eye of Ambassador Gardner Ackley at PURAQUA'S displays this year.

Sept. 3-14. 27th Annual St. Erik's Int'l Trade Fair.
Oct. 1-7. 8th Annual Stockholm Technical Fair. Storangsvagen 18, Stockholm No.
Oct. 23-30. BURO '69—Int'l Office Equipment Exbn. Storangsvagen 18.
November. Teenage Fair. Tradgardsgatan 5.
Feb. 5-8, 1970. Swedish Furniture Fair. Box 14012, Stockholm 14.
Mar. 4-15, 1970. 35th Annual Int'l Boat Show. Storangsvagen 18, Stockholm No.
Apr. 14-18, 1970. IM-70—Int'l Instruments and Measurements Exbn. Storangsvagen 18.
May 26-29, 1970. Int'l Hospital Exbn. Storangsvagen 18, Stockholm No.
Sept. 2-13, 1970. 28th Annual St. Erik's Int'l Trade Fair. Storangsvagen 18, Stockholm No.
Oct. 9-15, 1970. 9th Annual Stockholm Technical Fair. Storangsvagen 18.

Switzerland

Basel

Oct. 6-11.● NUCLEX—Int'l Nuclear Industries Fair. Nuclear Instrumentation.
Nov. 13-19. IGEHO '69—3rd Int'l Hotel & Catering Exbn. Postfach, CH 4000 Basel 21.
Nov. 19-25. SURFACE '69—2nd Int'l Surface Treatment Exbn. Postfach, CH 4000 Basel 21.
Apr. 12-22, 1970, 54th Swiss Industries Fair. Postfach CH 4000 Basel 21.
May 28-June 1, 1970. DIDACTA '70—10th European Educational Materials Fair. 7806 Freiburg-Ebnet, Kartauserstrabe 4.
Sept. 6-8, 1970. INTERFEREX '70—6th Int'l Trade Fair for Hardware. Tools and Household Goods.
Sept. 26-Oct. 4, 1970. HOLZ '70—Fair for Woodworking. Postfach, CH 4000 Basel 21.
Feb. 3-12, 1972. Int'l Mechanical Handling Exbn.

Bern

Nov. 13-23. 23rd MOWO—Exbn. of Fashion, Living, Household & Art.
Apr. 25-May 5, 1970. BEA—Commercial, Agricultural, & Industrial Trade Exbn. Postfach 1009, CH 3001 Bern.
May 5-12, 1970. Bern Regional Trade Fair. Optingenstrasse 1.

Geneva

March 1970. Int'l Auto Show. Palais des Expositions 1200.

Lausanne

January 1970. SPISO—Toys & Souvenir Exbn. Palais de Beaulieu, CH 1000 Lausanne.
March 1970. Int'l Exbn. of Tourism & Sports. 2 Avenue Agassiz, CH 1000 Lausanne.

Spreitenbach

Sept. 2-7. KIHAS '69—Household Plastics Trade Fair. Fachmessen AG, CH 8957.
Oct. 4-8. Laundry, Dry Cleaning & Dyeing Equip. Exbn. Fachmessen AG Zurich—Tor, CH 8957.
Feb. 10-15, 1970. GETRAEMA-70—Exbn. for the Liquor Industry & Bottling Equip. Fachmessen AG Zurich—Tor, CH 8957 Spreitenbach.
Mar. 7-15, 1970. KLEINOFFSET—Small Offset Machines & Equip. Fair. Fachmessen AG Zurich—Tor, CH 8957 Spreitenbach.
June 15-23, 1970. SIGFA-70—Traffic Lights, Street Lighting & Safety Trade Fair. Fachmessen AG Zurich—Tor, CH 8957 Spreitenbach.

Zurich

Aug. 27-Sept. 1. FERA—Swiss TV, Radio & Phono Exbn. Stadthof 11, Thurgauerstrasse Strabe 7.
Aug. 31-Sept. 1. Shoe Import Fair. Stadthof 11, Thurgauerstrasse Strabe 7.
Sept. 3-7. 8th Int'l Trade Fair for Medical Supplies.
Sept. 19-23. BUFA—Swiss Office Equip. Exbn.
Sept. 25-Oct. 5. 20th Fall Fair. Stadthof 11, Thurgauerstrasse Strabe 7.
Oct. 24-27. Swiss Caravan Exbn. Stadthof 11, Thurgauerstrasse Strabe 7.
Oct. 30-Nov. 13. 14th Wine Exbn. Im Schaber 7, CH 8047.

Syria

Damascus

Aug. 25-Sept. 20. 16th Int'l Trade Fair, 67 Blvd. de Baghdad, Damascus.

Tanzania

Dar es Salaam

July 1970. Saba Saba Int'l Trade Fair. General.

Thailand

Bangkok

Sept. 7-12. 4th World Conference on World Peace Through Law & World Exbn. on Law and Economic Development. (U.S. contact) Director General, World Peace Through Law Center, 400 Hill Building, Washington, D.C. 20006.

Tunisia

Tunis

May 1970. Int'l Trade Fair. Ave. Gambetta.

Turkey

Izmir

Aug. 20-Sept. 20. ► 38th Int'l Trade Fair. General. Kultur Park, Izmir.

Uganda

Kampala

February 1970. Uganda Int'l Trade Fair. Pan Africa Exbn. Ltd. Kampala.

United Kingdom

Biggin Hill

May 1970. Int'l Air Fair.

Birmingham

Aug. 12-16. Home Heating Exbn.
Aug. 25-28. Hand & Portable Tools Exbn.
Feb. 14-28, 1970. Boat & Leisure Life Show.

Blackpool

Feb. 24-26, 1970. Nat'l Amusement Equipment & Coin Operated.
Mar. 8-10, 1970. Int'l Hairdressing Fair & Festival.

Brighton

Oct. 14-16. INTER/NEPCON Int'l. Electronics Products Equip. Exbn. 21 Victoria Road, Surbiton, Surrey.
Feb. 1-5, 1970. British Toy Fair.
Mar. 2-6, 1970. Engineering Design Show.
Apr. 14-16, 1970. Electro-Optical Systems Design Exbn.

Glasgow

Sept. 3-11. Int'l Engineering Exbn.
Feb. 6-15, 1970. Caravan, Tents, & Boats Exbn.
Nov. 9-13, 1970. Packaging, Plastics Printing & Allied Trade Exbn.

Harrogate

Jan. 10-15, 1970. Int'l Toy Fair.
Feb. 3-5, 1970. Electric Appliance Exbn.
Apr. 13-17, 1970. Int'l Welding Exbn.

Leeds

July 1-3. Electronics Exbn.
Sept. 24-Oct. 4. Do-It-Yourself & Hobbies Exbn.
Sept. 9-12. Packaging Exbn.

Loughborough

Apr. 3-6, 1970. Technology of Education Exbn. & Conf.

London

July 7-10. Int'l Sheet Metal Exbn. 96 Hatton Garden, London, E.C.1.
July 8-11. PARAPHERNALIA. London Int'l Gift Trade Fair Exbn. 203 Flad Road, Stroud, Gloucester.
July 14-18. Int'l Reclamation & Disposal Exbn. High St., Croydon, CR 9 1QH.
July 21-24. Nat'l Audio-Visual Aids Conf. & Exbn. 33 Queen Anne's St., London, W.1.
Aug. 15-23. World of Sound. 70/71 New Bond St., London, W.1.
Aug. 29-Sept. 13. Int'l Handicrafts & Do-it-Yourself Exbn. Link House, Dingwall Ave., Croydon, Surrey.
Sept. 6-11. Int'l Bakers' & Confectioners Exbn. 1-19 New Oxford St., London, W.C.1.
Sept. 8-12. Export Services Exbn. & Conference. 96 Hatton Garden, London, E.C.1.
Sept. 15-19. Int'l Watch & Jewellery Trade Fair. Commonwealth House, New Oxford St., London, W.C.1.
Sept. 22-26. Freight Container Exbn. Forbes House, Halkin St., London, S.W.1.
Sept. 23-26. Dust Control & Air Cleaning Exbn. & Conf. 1 Katherine St., Croydon CR9 1LB.
Sept. 23-26. FILTECH—Int'l Filtration Exbn. 1 Katherine St., Croydon, Surrey.
Sept. 29-Oct. 1. Int'l Cleaning Exbn. 3 Dean Trench St., Smith Square, London, S.W.1.
Oct. 1-2. Int'l Cabinet-Styling Accessories Exbn. 49 Russell Square, London, W.C.1.
Oct. 1-4. Int'l Radio Engr'g Communications Exbn. 35 Gibbs Green, Edgware, Middlesex.
Oct. 6-10. Int'l Assembling & Fastening Engr'g Exbn. & Conf. 28 Essex St., Strand, London, W.C.2.
Oct. 6-11. Int'l Construction Equipment Exbn. Commonwealth House, New Oxford St., London, W.C.1.
Oct. 13-17. London Nursing Exbn. & Conf. Stamford St., London, S.E.1.
Oct. 14-17. Engineering Exbn. 3/7 Portman Square, London, W.1.
Oct. 15-25. Int'l Motor Exbn. Forbes House, Halkin St., London, S.W.1.
Oct. 16-21. Int'l Audio Fair. 42 Manchester St., London, W.1.
Oct. 16-21. Int'l Photo-Cine Fair. Dorset House, Stamford St., London, S.E.1.
Oct. 21-23. Royal Int'l Dairy Show. 17 Devonshire St., London, W.1.
Nov. 9-13. Camping & Sports Equipment Trade Fair. Exbn. House, Spring St., London, W.2.
Nov. 12-22. Int'l Caravan & Camping Exbn. Carmelite House, Carmelite St., London, E.C.4.

DIFFERENT CULTURES often meet at U.S. pavilions during international trade fairs. In Seoul, western-style business suits contrast with traditional Korean dress.

Nov. 12-25. Int'l Bldg. Exbn. 11 Manchester Sq., London, W.1.

Nov. 17-19. Leisure & Outdoor Furniture Exbn. 52 Lincoln's Inn Fields, London, W.C.2.

Nov. 25-28. Lubrication & Tribology Exbn. 3 Racquet Court, Fleet St., London, E.C.4.

Dec. 8-12. INTERPHEX. Processing, Packaging, Handling of Toiletries, Pharmaceuticals, Perfumes & Cosmetics E. 6 London St., London, W.2.

Dec. 8-12. Agricultural Machinery Show. Forbes House, Halkin St., London, S.W.1.

Dec. 31, 1969-Jan. 10, 1970. COLEX. Camping & Outdoor Life Exbn. Spring St., London, W.2.

Jan. 6-15, 1970. Int'l Hotel & Catering Exbn. Commonwealth House, New Oxford St., London, W.C.1.

Jan. 7-17, 1970. Int'l Boat Show. 31 Great Queen St., London, W.C.2.

Jan. 19-23, 1970. GIFTSHOW. Int'l Gifts & Fancy Goods Exbn. 3 Clements Inn, London, W.C.2.

Jan. 19-23, 1970. LIGHTSHOW. Lighting Exbn. 3 Clements Inn, London, W.C.2.

Jan. 26-30, 1970. Int'l Hardware Trades Fair. High Wycombe, Bucks.

Jan. 27-29, 1970. ALTEX. Automatic Laboratory Techniques Exbn. Streatham High Rd., London, S.W.16.

Mar. 2-6, 1970. CARPEX—Int'l Carpet, Linoleum & Floor Coverings Fair. New Oxford St., London, W.C.1.

Feb. 23-27, 1970. Int'l Men's & Boy's Wear Exbn. New Oxford St., London, W.C.1.

Mar. 16-19, 1970. Meat Industry Exbn. Stamford St., London, S.E.1.

Apr. 8-15, 1970. Int'l Electrical Engrs. (A.S.E.E.) Exbn. 6 Museum House, 25 Museum St., London, W.C.1.

Apr. 14-17, 1970. INTERLITH. Off-set Litho Exbn. 3 Clements Inn, London, W.C.2.

Apr. 20-25, 1970. Int'l Heating, Vent. & Air Conditioning Exbn. 9 Argyll St., London, W.1.

May 5-15, 1970. Int'l Mechanical Handling Exbn. Dorset House, Stamford St., London, S.E.1.

May 11-16, 1970. Instruments, Electronics & Automation Int'l Exbn. 9 Argyll St., London, W.1.

May 27-June 5, 1970. Gauge & Tool & Power Press Exbn. 2/3 Old Bond St., London, W.1.

June 1-5, 1970. Int'l Container Services & Equip. Exbn. 96 Hatton Gardens, London, E.C.1.

June 1-5, 1970. Int'l Industrial Finishes & Anti-Corrosion Exbn. 3 Clements Inn, London, W.C.2.

June 1-5, 1970. Int'l Pipes and Pipeline Engr'g Exbn. 3 Clements Inn, London, W.C.2.

June 22-26, 1970. PAKEX—Int'l Packaging Exbn. 1-19 New Oxford St., London, W.C.1.

July 13-17, 1970. SHIPS' GEAR—Int'l Exbn. 3 Clements Inn, London, W.C.2.

Sept. 6-12, 1970. World Congress of Cardiology & Exbn. 11 Whitehall Court, London, S.W.1.

Sept. 13-18, 1970. FLUID POWER—Int'l Exbn. & Conference, 28 Essex St., Strand, London, W.C.2.

Sept. 18-26, 1970. Int'l Commercial Motor Transport Exbn. Forbes House, Halkin St., London, S.W.1.

Oct. 5-9, 1970. COMPUTERS. Int'l Computer & Peripheral Exbn. 109 Kingsway, London, W.C.2.

Nov. 16-21, 1970. Public Works & Municipal Services Congress & Exbn. 3 Clement's Inn, London, W.C.2.

Apr. 21-29, 1971. London Int'l Engr'g, Marine & Welding Exbns. 1-19 New Oxford St., London, W.C.1.

July 13-24, 1971. IPEX. Int'l Printing Machinery & Allied Trades Exbn. 1-19 New Oxford St., London, W.C.1.

Manchester

Aug. 25-29. British Computer Data Fair.

Sept. 23-25. Electronic Instruments Exbn.

Sept. 29-Oct. 3. Electronics Instruments, Controls & Comp. Exbn.

Oct. 7-9. RIC—Exbn. of Chemical Laboratory Equip.

Oct. 19-24, 1970. Building Trades Exbn.

USSR

Address for information: USSR Chamber of Commerce, Dept. of Foreign Exbns., 6 Kuibyshev St., Moscow K-3, USSR.

Kishinev

Sept. 2-15. SADOVODCHESKAYA TEKHNIKA — Machinery & Equip. Used in Fruit Growing & Vineculture.

Leningrad

Nov. 21-Dec. 2. KONTAKTNAYA SVARKA—Machines & Apparatus for Contact Welding.

Apr. 7-18, 1970. STEKLOKERAMIKA —Equip. for Glass & Brick Plants & for the Ceramic Industry.

Moscow

Aug. 16-24. BLOOD SERVICE—Int'l Exbn. & Congress on Haematology & Blood Transfusions.

Oct. 14-24. NAUCHNYE PRIBORY—Equip. & Instruments for Carrying Out Physical-Technical Experiments.

STANDING SYMBOLICALLY at a U.S. commercial exhibition, this plastic diver represents modern U.S. technology in oceanology.

Jan. 20-31, 1970. MEBEL'INDUSTRIYA—Machines & Equip. Used in Woodworking Industry.

Jan. 20-31, 1970. ELEKTRONMASH—Special Technological & Control-Measuring Equip. for the Production & Control of Electronic & Microelectronic integrated circuits.

Oct. 1-12, 1970. POCHTA—The latest means for the Mechanization & Automation of Postal Communications.

United States

The fairs in this section are listed chronologically and by name, location, and address. It represents only a partial listing of trade shows in this country, and includes those whose managements have indicated to the Commerce Department an interest in foreign exhibitors and/or visitors. Information is taken from the latest data available to Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements. The address accompanying each item refers to the fair management, not the fair itself.

July 1969

12-16. Independent Houseware Fair. Chicago. 940 Lincoln Rd., Miami Beach, Fla. 33139

13-16. Pacific Fine Foods. Los Angeles. P.O. Box 866, Pasadena, Calif. 91102

14-18. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654.

20-23. Southern Jewelry Show. Atlanta. Southern Jewelry Travelers Assn. Inc., 631 Candler Bldg., Atlanta, Ga. 30303

20-23. Washington Gift Show. Washington, D.C., Little Bros. Show, Inc., 220 Fifth Ave., New York, N.Y. 10001

20-25. California Gift Show. Los Angeles. Trade Shows Ltd. 3510 Council St., Los Angeles, Calif. 90004

23-25. United States Int'l Aerospace Exposition. Milwaukee. Air Nat'l Guard Bldg., 4840 S. Howell Ave., Milwaukee, Wis. 53207

27-30. New Orleans Gift and Jewelry Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

August 1969

3-6. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

3-6. Nat'l Fancy Food & Confection Show. New York. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017

3-7. Nat'l Jewelry Trade Show. New York. Admin. Secretary, 1025 Vermont Ave., N.W., Washington, D.C. 20005

12-14. AMA Education & Training Equipment Exposition. New York. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

13-16. Specialty Advertising Assn. Show. Chicago. 740 N. Rush St., Chicago, Ill. 60611

14-23. Kentucky State Fair. Louisville. P.O. Box 21179, Louisville, Ky. 40217

17-22. New York Gift Show. New York. George Little Management, 220 Fifth Ave., New York, N.Y. 10001

18-21. American Hospital Assn. Show. Chicago. 840 N. Lake Shore Drive, Chicago, Ill. 60611

18-25. Erie County Fair. Hamburg. Box 526, 5600 McKinley Pkwy., Hamburg, N.Y. 14075

19-22. Western Electronic Show & Convention. San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif. 90005

22-Sept. 1. Indiana State Fair. Indianapolis. Indianapolis Council on World Fairs, Int'l Bldg., State Fairgrounds, Indianapolis, Ind. 46205

24-27. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

26-Sept. 1. New York State Fair. Syracuse. New York State Dept. of Agriculture & Markets, Albany, N.Y.

31-Sept. 3. Minneapolis Gift & Jewelry Show. Minneapolis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

31-Sept. 5. Fall Gift, Jewelry & Housewares Show. Dallas. Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207

September 1969

5-13. Tennessee Valley Agricultural & Industrial Fair. Knoxville. P.O. Box 6066, Knoxville, Ky. 37914

6-10. Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio. 43701

7-10. Miami Gift & Jewelry Show. Miami Beach. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

11-14. Mountain States Mobile Home, Recreational Vehicle & Supply Show. Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

12-21. Eastern States Exposition. W. Springfield. 1305 Memorial Ave., P.O. Box 191, W. Springfield, Mass. 01089

14-17. Public Works Congress & Equipment Show. Cleveland. 1313 E. 60th St., Chicago. Ill. 60637

15-18. Container Exposition & Congress. New York. Containerization Institute, 15 E. 40th St., New York, N.Y. 10016

14-18. Int'l Poultry Industry Exposition. New Orleans. 850 Wrigley Bldg. North, 410 N. Michigan Ave., Chicago, Ill. 60611

16-18. Western Metal & Tool Exposition & Conference. San Francisco. William J. Hilty, Exposition Manager, Metals Park, Ohio. 44073

16-18. Electro-Optical Systems Design Nat'l Exposition. New York. Nat'l Expositions Company, Inc., 14 W. 40th St., New York, N.Y. 10018

17-19. Aerospace Panorama. Washington, D.C. Robert C. Strobell, Exhibition Manager, 1750 Pennsylvania Ave., N.W., Washington, D.C.

18-21. Marine Trades Exhibition. Chicago. Guy W. Hughes & Associates, Inc., 307 N. Michigan Ave., Chicago, Ill. 60601

20-28. Oklahoma State Fair. Oklahoma City. P.O. Box 5026, Oklahoma City, Okla.

24-27. Nat'l Office Products Assn. Show & Convention, Chicago. Nat'l Stationery & Office Equipment Assn., 740 Investment Bldg., Washington, D.C. 20005

24-29. Direct Mail Advertising Show. Boston. Direct Mail Advertising Assn., Inc., 230 Park Ave., New York, N.Y. 10013

25-Oct. 4. Southeastern Fair. Atlanta. Southeastern Fair Assn., P.O. Box 6826, Lakewood Station, Atlanta, Ga. 30315

27-Oct. 1. Nat'l Tire Dealers & Retreaders Show. Atlanta. National Tire Dealers & Retreaders Assn., Inc., 1343 "L" St., N.W., Washington, D.C. 20005

28-Oct. 1. American Meat Institute Convention & Exhibition. Chicago. American Meat Institute, 59 E. Van Buren St., Chicago, Ill. 60605

THOUSANDS OF TRADE VISITORS attend U.S. exhibitions around the world. Modern design and frequent, rapid delivery are among the factors contributing to world demand for U.S. goods.

THE AMERICAN CHAMBER OF COMMERCE IN MOROCCO sponsored a pavilion at the recent Casablanca International Trade Fair. King Ranch bulls, International Harvester combines and a plane sitting atop the pavilion were some of the exhibits at this biennial North African commercial event.

28-Oct. 1. Southwestern Men's and Boys' Pre-Spring and Holiday Market. Dallas. Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207

28-Oct. 3 Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York, N.Y. 10001

29-Oct. 2. Nat'l Hardware Show. New York. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

29-Oct. 3. Int'l Forwarder Congress and Show. New York. FIATA III—8th Ave., New York, N.Y. 10011.

October 1969

4-10. World Food & Agricultural Exposition. Madison. World Food & Agricultural Foundation, Inc., Sun Prairie, Wis. 53590

4-19. Texas Int'l Trade Fair. Dallas. State Fair of Texas, P.O. Box 26010, Dallas, Tex. 75221

5-8. Nat'l Shoe Fair of America. Chicago. Park Sheraton, 56th & Seventh Ave., New York, N.Y. 10019

7-12. Heart O'Texas Fair. Waco. P.O. Box 7581, Waco, Tex. 76710

12-15. Produce Packaging Exposition. Boston. P.O. Box 674, Newark, Del. 19711

13-16. Materials Engineering Exposition & Congress. Philadelphia. ASM, William J. Hilty, Exposition Manager, Metals Park, Ohio. 44073

14-16. Mountain States Industrial & Business Exhibit & Conference. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver. Colo. 80211

15-24. American Textile Machinery Exhibition. Greenville. American Textile Machinery Assn., 1730 "M" St., N.W. Washington, D.C. 20036

17-19. Pan American Hospitality Exposition. Miami Beach. 141 N.E. Third Ave., Miami, Fla. 33132

18-21. Nat'l Automatic Merchandising Assn. Show. New Orleans. 7 S. Dearborn, Chicago, Ill. 60603

20-24. American Furniture Mart Int'l Home Furnishings Show. Chicago. American Furniture Mart, 666 Lake Shore Drive, Chicago, Ill. 60611

23-26. Nat'l Sporting Goods Assn. Show. Las Vegas. 23 East Jackson Blvd., Chicago, Ill. 60604

25-29. Nat'l Outerwear & Sportswear. New York. 347 Fifth Ave., New York, N.Y. 10016

25-31. Women's and Children's Spring & Resort Market. Dallas. Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207

27-30. Instrument-Automation Conference & Exhibition. Houston. Instrument Society of America, Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219

27-30. Packaging/Converting Machinery Show '69. Detroit. Packaging Machinery Institute, 2000 "K" St., N.W., Washington, D.C. 20006

27-31. Business Equipment Exposition. New York. Prestige Expositions, 18 E. 41st St., New York, N.Y. 10017

November 1969

5-7. Northeast Electronics Research & Engineering Meeting. Boston. NEREM Exhibits, Box 324, Waltham, Mass. 02154

8-16. Nat'l Antiques Show. New York. 97 Duane St., New York, N.Y. 10007

9-12. American Bottled Water Assn. Trade Show. New Orleans. Staff Development Inc., 1411 W. Olympic Blvd., Los Angeles, Calif. 90015

9-15. American Society of Agronomy. Detroit. 677 S. Segoe Rd., Madison, Wis. 53711

10-13. Nat'l Hotel & Motor Hotel Exposition. New York. 141 W. 51st St., New York, N.Y. 10019

11-14. Industrial Electric Exposition. Pittsburgh. 917 Liberty Ave., Pittsburgh, Pa. 15222

11-16. Mountain States Winter Recreation & Vacation Show. Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver. Colo. 80211

12-14. Marking Device Assn. Show (Metals) Scottsdale, Ariz. 1611 Chicago Ave., Evanston, Ill. 60201

13-17. Int'l Association of Clothing Designers Show. Baltimore. Secretary, Int'l Assn. of Clothing Designers, 12 S. 12th St., Philadelphia, Pa. 19107

17-20. Int'l Soft Drink Industry Exposition. San Francisco. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

18-20. Point-of-Purchase Advertising Institute Show. Chicago. 521 Fifth Ave., New York, N.Y. 10017

19-22. Screen Process Printing Show. Hollywood, Fla. 1145 19th St., N.W., Washington, D.C. 20036

December 1969

1-3. Atom Fair. San Francisco. Nat'l Expositions Co., Inc., 14 West 40th St., New York, N.Y. 10018

1-5. Exposition of Chemical Industries. New York. Int'l Expositions Co., Inc., Pan Am Bldg., 200 Park Ave., New York, N.Y. 10017

8-10. Nat'l Electronics Conference & Exhibit. Chicago. 1211 W. 22nd St., Chicago. Ill. 60521

9-11. Agricultural Engineering Exposition. Chicago. Fisher Enterprises, 530

William Penn Place, Pittsburgh, Pa. 15230

26-31. Exposition of Science and Industry. Boston. 1515 Massachusetts Ave., N.W., Washington, D.C. 20005

January 1970

4-10. American Furniture Mart Int'l Home Furnishing Show. Chicago. American Furniture Mart, 666 Lake Shore Drive, Chicago, Ill. 60611

8-10. Nat'l Drive-In Fast Food and Soft Ice Cream Assn. Show. Miami Beach. 60 E. 42nd St., New York, N.Y. 10017

12-16. Pennsylvania Farm Show. Harrisburg. State Farm Products Show Commission. 11th & Maclay St., Harrisburg, Pa.

12-16. Automatic Engineers Automotive Engineering Congress & Exposition. Detroit. Display Manager, Society of Automotive Engineers, 2 Penn Plaza, New York, N.Y. 10001

16-25. Mid-American Boat Show. Cleveland. Show Manager, 414 Caxton Bldg., Cleveland, Ohio. 44115

17-21. Nat'l Automobile Dealers Equipment Exhibition. Miami Beach. Exhibit Manager, Nat'l Auto Dealers Equipment, 2000 "K" St., N.W., Washington, D.C. 20006

17-25. Philadelphia Sports, Camping, Vacation and Travel Show. Philadelphia. 136 Chestnut St., Philadelphia, Pa. 19106

18-21. Nat'l Exposition for Food Processors. (The Canners Show). Washington, D.C. Executive Secretary, 7758 Wisconsin Ave., N.W., Washington, D.C. 20014

18-21. Southern Jewelry Show. Atlanta. Southern Jewelry Travelers Assn. Inc., 631 Candler Bldg., Atlanta, Ga. 30303

18-22. Nat'l Assn. of Home Builders Convention and Show. Houston. 1625 "L" St., N.W., Washington, D.C. 20036

18-24. California Gift Show. Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles, Calif. 90004

19-23. Southern Furniture Show. High Point. P.O. Box 828, High Point, N.C. 27261

21-25. Oklahoma Sports, Boat & Travel Show. Tulsa. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

21-Feb. 1. Nat'l Boat Show. New York. National Motor Boat Show. 420 Lexington Ave., New York, N.Y. 10017 Jan. 21-23 for the trade; Jan. 24-Feb. 1, for the public.)

25-30. Nat'l Sand and Gravel Exhibit. Chicago. 900 Spring St., Silver Spring, Md. 20910

29-Feb. 1. Nat'l Swimming Pool Exposition. Anaheim. Nat'l Swimming Pool Institute, 2000 "K" St., N.W., Washington, D.C. 20006

31-Feb. 9. San Francisco Nat'l Sports and Boat Show. San Francisco. 325 N. Pacific Ave., San Francisco, Calif. 94111

February 1970

8-10. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

8-12. Nat'l Auto Accessories Exposition. New York. 555 E. City Line Ave., Bala-Cynwyd, Pa. 19004

9-12. Air-Conditioning, Heating & Refrigeration Industry Show. Cleveland. George E. Mills, 1815 N. Ft. Myer Dr., Arlington, Va. 22209

14-22. Philadelphia Boat Show. Philadelphia. 136 Chestnut St., Philadelphia, Pa. 19106

18-22. Kansas Sports, Boat & Travel Show. Wichita. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

March 1970

1-4. Denver Gift and Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

1-4. Int'l Cycle Show. New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017

1-4. Int'l Toy & Trade Fair. New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017

1-5. American Road Builders Convention & Road Show. New York. American Road Builders Assn., 525 School St., S.W., Washington, D.C. 20024

1-5. Master Photo Dealers & Finishers Assn. Show (IPEX.) Philadelphia. IPEX, 603 Lansing Ave., Jackson, Mich. 49202

3-8. Colorado Sports, Boat & Travel Show. Denver. Industrial Expositions, Inc., 2785 North Speer Blvd., Denver, Colo. 80211

15-18. 53rd Nat'l Assn. of Bedding Manufacturers Annual Convention and Supply Show. Chicago. NABM, 724 Ninth St., N.W., Washington, D.C. 20001

15-20. Philadelphia Gift Show. Philadelphia. Little Brothers, 220 Fifth Ave., New York, N.Y. 10001

17-21. Specialty Advertising Assn. Show. Chicago. 740 N. Rush St., Chicago, Ill. 60611

23-26. International Institute of Electric & Electronics Engineers Exhibition. New York. William C. Copp, 72 West 45th St., New York, N.Y. 10036

23-26. Int'l Electrical Industry Show. Chicago. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

23-29. First Int'l Converting Equipment Exposition—CONVERT 70. Chicago. The Show Company, 1605 Cahuenga Blvd., Los Angeles, Calif. 90028

30-Apr. 2. Nat'l Plant Engineering & Maintenance Show. Chicago. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

31-Apr. 3. New England Industrial Show. Boston. James K. Donahue Co., Room 829, Statler Office Bldg., Boston, Mass. 02116

April 1970

2-4. Pacific Automotive Show. San Francisco. Executive Manager, 714 W. Olympic St., Los Angeles, Calif. 90015

3-5. Int'l Stamp Show. New York. Industrial Exhibitions Inc., 121 West 45th St., New York, N.Y. 10036

4-12. Int'l Automobile Show. New York. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

6-10. Foundry Show & AFS Castings Congress. Cleveland. Exhibition Manager, 400 N. Michigan Ave., Chicago, Ill. 60601

14-17. Int'l Container Services & Equipment Exposition. Chicago. Mack-Brooks Expositions, Inc., 28 W. Balti-

FAIR BOOTH is ready for prospective clients at a German international trade fair. Last minute pre-opening checks are being made by a firm official.

more St., Baltimore, Md. 21201

20-23. AMA—Nat'l Packaging Exposition. New York. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

27-30. Nat'l Plant Engineering & Maintenance Show. Chicago. Clapp & Poliak, 245 Park Ave., New York, N.Y. 10017

May 1970

11-14. Design Engineering Show. Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

12-14. Second Int'l Leather Goods Show. New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017

17-20. Texas Hospital Assn. Convention & Technical Exhibit. Houston. 6225 U.S. Highway 290, E. Austin, Tex. 78723

19-21. Middle Atlantic Hospital Assembly & Show. Atlantic City. Highway 206, Princeton, N.J. 08540

31-June 3. Confectionery Industries Exposition. Washington, D.C. Confection Industries, 36 S. Wabash, Chicago, Ill. 60603

June 1970

4-6. Footwear Management Conference & Exposition. Atlantic City. Exposition Manager, 342 Madison Ave., New York, N.Y. 10017

10-13. Nat'l Independent Meat Packers Exhibition, Convention & Suppliers Exposition. Washington, D.C. Executive Secretary, 740 11th St., N.W., Washington, D.C. 20001

14-20. American Furniture Mart Int'l Home Furnishing Show. Chicago. American Furniture Mart, 666 Lake Shore Dr., Chicago, Ill. 60611

21-24. Nat'l Plumbing & Heating Exposition. New Orleans. Association of Plumbing Contractors, 1016 20th St., N.W., Washington, D.C. 20036

21-25. Nat'l Assn. of Retail Grocers Convention & Exhibit. San Francisco. 360 N. Michigan Ave., Chicago, Ill. 60601

28-July 1. Consumer Electronics Show. New York. Charles Snitow Organization, Inc. 331 Madison Ave., New York. N.Y. 10017

July 1970

6-10. Southern Furniture Show. High Point. P.O. Box 828, High Point, N.C. 27261

19-22. Southern Jewelry Show. Atlanta. Southern Jewelry Travelers Assn. Inc., 631 Candler Bldg., Atlanta, Ga. 30303

August 1970

2-5. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

9-12. Nat'l Fancy Food & Confection Show. New York. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

11-13. AMA Education & Training Equipment Exposition. New York. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

13-22. Kentucky State Fair. Louisville. P.O. Box 21179, Louisville, Ky. 40217

19-22. Specialty Advertising Assn. Show. Chicago. 740 N. Rush St., Chicago, Ill. 60611

23-30. American Society of Agronomy. Tucson. Matthias Stelly, 677 S. Segoe Road, Madison, Wis. 53711

24-27. American Hospital Assn. Show. Chicago. 840 N. Lake Shore Dr., Chicago, Ill. 60611

25-28. Western Electronic Show & Convention. Los Angeles. 3600 Wilshire Blvd., Los Angeles, Calif. 90005

28-Sept. 7. Indiana State Fair. Indianapolis. State Fairgrounds, Indianapolis, Ind. 46205

30-Sept. 2. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

September 1970

10-13. Mountain States Mobile Home, Recreational Vehicle & Supply Show. Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

11-20. Eastern States Exposition. West Springfield. P.O. Box 191, 1305 Memorial Ave., West Springfield, Mass. 01089

12-16. NAM Int'l Furniture & Woodworking Supply Fair. Louisville. Show Manager, 666 Lake Shore Dr., Chicago, Ill. 60611

15-18. Nat'l Chemical Exposition. Chicago. 86 E. Randolph St., Chicago, Ill. 60601

19-23. Nat'l Tire Dealers & Retreaders Assn. Show. Atlantic City. NTDRA, 1343 "L" St. N.W., Washington, D.C. 20005

20-25. Philadelphia Gift Show. Philadelphia. Little Brothers, 220 Fifth Ave., New York, N.Y. 10001

21-Oct. 2. Machine Tool Exposition. Chicago. Nat'l Machine Tool Builders Assn. 2139 Wisconsin Ave., N.W., Washington, D.C. 20007

22-Oct. 2. Production Engineering Show. Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

24-Oct. 3. Southeastern Fair. Atlanta. Southeastern Fair Assn., P.O. Box 6826, Lakewood Station, Atlanta, Ga, 30315

26-Oct. 1. Public Works Congress & Equipment Show. Dallas. 1313 E. 60th St., Chicago, Ill. 60637

SEMINARS AND CONFERENCES frequently accompany international trade fairs. Audiences composed of trade visitors are attracted as experts discuss research and new ideas in their fields.

28-Oct. 1. Iron and Steel Exposition. Cleveland. 1010 Empire Bldg., Pittsburgh, Pa. 15222

October 1970

10-25. Texas Int'l Trade Fair. Dallas. State Fair of Texas. P.O. Box 26010, Dallas, Tex. 75221

12-15. Nat'l Hardware Show. New York. Charles Snitow Organization, Inc. 331 Madison Ave., New York, N.Y. 10017

13-15. Mountain States Industrial & Business Exhibit & Conference. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

15-22 Direct Mail Advertising Assn. Show. Miami Beach. 230 Park Ave., New York, N.Y. 10013

17-20. Nat'l Automatic Merchandising Assn. Show. Chicago. Exhibition Director, 7 S. Dearborn, Chicago, Ill. 60603

18-21. Produce Packaging Exposition. Atlanta. P.O. Box 674, Newark, Del. 19711

18-21. American Meat Institute Convention & Exhibition. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605

18-21. American Hardware Manufacturers Assn. Show. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

19-22. Materials Engineering Exposition & Congress. Cleveland. ASM, Metals Park, Ohio. 44073

19-23. Southern Textile Exposition. Greenville. Textile Hall Corp., Box 5823 Station B, Greenville, S.C. 29606

20-22. Food and Drug Packaging Show. Detroit. Shea Expositions Corp. 250 Gateway Towers, Pittsburgh, Pa. 15222

21-24. Screen Process Printing. Chicago. 1145-19th St., Washington, D.C. 20036

23-30. Southern Furniture Show. High Point. P.O. Box 828, High Point, N.C. 27261

24-26. Pan American Hospitality Exposition. Miami Beach. 141 N.E. Third Ave., Miami, Fla. 33132

24-26. Nat'l Sporting Goods Association Show. San Francisco. 23 East Jackson Blvd., Chicago, Ill. 60604

26-30. Business Equipment Exposition. New York. Prestige Expositions, 18 E. 41st St., New York, N.Y. 10017

27-29. Point-of-Purchase Advertising Institute Show. New York. 521 Fifth Ave., New York, N.Y. 10017

November 1970

4-6. Northeast Electronics Research & Engineering Meeting & Show. Boston. NEREM Exhibits, Box 324, Waltham, Mass. 02154

9-12. Int'l Soft Drink Industry Exposition. Philadelphia. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

11-15. Mountain States Winter Recreation & Vacation Show. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver, Col. 80211

16-19. Nat'l Die Casting Exposition & Congress. Chicago. 1601 W. Lafayette St., Detroit, Mich. 48216

25-29. Int'l Photography & Travel Fair. New York. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

December 1970

26-31. Exposition of Science and Industry. Chicago. 1515 Massachusetts Ave., N.W., Washington, D.C. 20005

January 1971

24-27. Nat'l Exposition for Food Processors (The Canners Show). Chicago. Executive Secretary, 7758 Wisconsin Ave., N.W., Washington, D.C. 20014

March 1971

28-April 1. Int'l Gas Turbine Conference & Products Show. Houston. P.O. Box 188, Ho-Ho-Kus, N.J. 07423

June 1971

3-5. Footwear Management Conference & Exposition. Atlantic City. Exposition Manager, 342 Madison Ave. N.Y., N.Y. 10017

January 1972

16-19. Nat'l Exposition for Food Processors (The Canners Show). Miami Beach. Executive Secretary, 7758 Wisconsin Ave., N.W., Washington, D.C. 20014

March 1972

26-30. Int'l Gas Turbine Conference & Products Show. San Francisco. P.O. Box 188, Ho-Ho-Kus, N.J. 07423

June 1972

8-10. Footwear Management Conference and Exposition. Atlantic City. Exposition Manager, 342 Madison Ave., New York, N.Y. 10017

WITH 965 MAJOR FAIRS planned around the world, U.S. manufacturers will have many opportunities to introduce products and services to foreign markets. Here, businessmen register at a U.S. exhibit.

Uruguay

Montevideo

Feb. 10-Mar. 31, 1970. 2nd Int'l Industrial Fair. Hotel Victoria Plaza, Plaza Independencia 759.

Yugoslavia

Belgrade

Sept. 7-14. Int'l Foundry Exbn. Bulevar Vojvode Misica 14.

Sept. 21-27. 14th Int'l Book Fair. Bulevar Vojvode, Misica 14.

Oct. 25-Nov. 2. 10th Int'l Clothing Fair. "World of Fashion". Bulevar Vojvode. Misica 14.

Oct. 4-12. 2nd Int'l Photographic Products Exbn. Bulevar Vojvode, Misica 14.

Ljubljana

Aug. 29-Sept. 7. 4th Catering & Tourists Equip. Trade Fair. Titova 50.

Aug. 29-Sept. 7. 15th Int'l Fair of Wines & Spirits, Fruit Juices & Equipment. Titova 50.

Oct. 7-12. 16th Int'l Fair of Electronics. Titova 50.

Novi Sad

May 1970. 37th Int'l Agriculture Fair. Hajduk Veljkova 11.

Zagreb

Sept. 11-21. Int'l Fall Fair. Aleja Borisa Kidrica 2.

Nov. 10-16. Int'l Office Machinery & Equip. Fair. Aleja Borisa Kidrica 2.

Apr. 18-26, 1970. Int'l Spring Fair. Aleja Borisa Kidrica.

Apr. 18-26, 1970. Int'l Plastics Fair. Aleja Borisa Kidrica 2.

September 1970. Int'l Fall Fair. Aleja Borisa Kidrica.

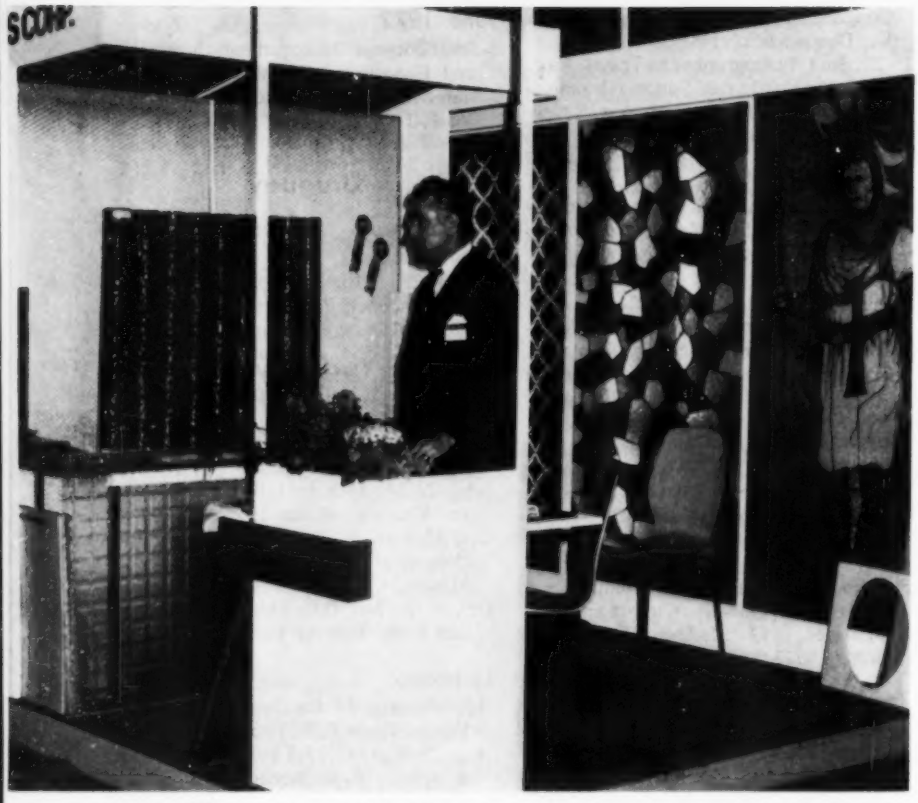
Zambia

Lusaka

Aug. 8-11. Zambia Agriculture Show. General. Produce, agricultural machinery, implements, motor vehicles, etc. P.O. Box 333.

Ndola

July 1970. Zambia Trade Fair. Commerce, industry, mines, consumer goods, etc.



PLASTICS HAVE PROVED a profitable business for U.S. manufacturers. International trade fairs offer new contacts for new and old exporters of all products to aid their business volume.

A cross-reference listing of specialty fairs

The following list repeats some of the fairs included in the foregoing schedule. These are events which have one distinctive major product line for display. Readers will find additional details by referring to the main list, which gives the international fairs by country and city, and the domestic fairs by date.

Advertising

Boston, MASSACHUSETTS—Sept. 24-29, 1969; Chicago, ILLINOIS—Aug. 13-16, 1969; Nov. 18-20, 1969; Mar. 17-21, 1970; July 19-22, 1970; Miami Beach, FLORIDA—Oct. 15-22, 1970; Oct. 27-29, 1970.

Agriculture

Buenos Aires, ARGENTINA; Brisbane, AUSTRALIA; Klagenfurt, Wels, AUSTRIA; Brussels, BELGIUM; Santa Cruz, BOLIVIA; Santiago, CHILE; Copenhagen, DENMARK; Paris, Tours, FRANCE; Cologne, GERMANY; Bombay, INDIA; Bologna, Naples, ITALY; Kingston, JAMAICA; Nairobi, KENYA; Lourenco Marques, MOZAMBIQUE; Zuidlaren, NETHERLANDS; Oslo, NORWAY; Salamanca, SPAIN; Jonkoping, SWEDEN; Bern, SWITZERLAND; London, UNITED KINGDOM; Novi Sad, YUGOSLAVIA; Lusaka, ZAMBIA; Chicago ILLINOIS—Dec. 9-11, 1969; Detroit, MICHIGAN—Nov. 9-15, 1969; Harrisburg, PENNSYLVANIA—Jan. 12-16, 1970; Knoxville, TENNESSEE—Sept. 5-13, 1969; Madison, WISCONSIN—Oct. 4-10, 1969; Tucson, ARIZONA—Aug. 23-30, 1970.

Audio-Visual

Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Helsinki, FINLAND; Paris, FRANCE; Stuttgart, GERMANY; Rome, ITALY; Tokyo, JAPAN; Amsterdam, NETHERLANDS; Barcelona, SPAIN; Zurich, SWITZERLAND; London, UNITED KINGDOM.

Automation

Chicago, ILLINOIS—Oct. 17-20, 1970; Houston, TEXAS—Oct. 27-30, 1969; New Orleans, LOUISIANA—Oct. 18-21, 1969.

Automotive, Motorcycle

Melbourne, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE; Cologne, Frankfurt, Stuttgart, GERMANY; Milan, Turin, ITALY; Tokyo, JAPAN; Amsterdam, NETHERLANDS; Johannesburg, SOUTH AFRICA; Malmo, SWEDEN; Geneva, SWITZERLAND; London, UNITED KINGDOM; Lusaka, ZAMBIA; Atlanta, GEORGIA—Sept. 27-Oct. 1, 1969; Atlantic City—Sept. 19-23, 1970; Detroit, MICHIGAN—Jan. 12-16, 1970; Los Angeles, CALIFORNIA—Apr. 2-4, 1970; Miami Beach, FLORIDA—Jan. 17-21, 1970; New York, NEW YORK—Feb. 8-12, 1970; Apr. 4-12, 1970.

Aviation

Milwaukee, WISCONSIN—July 23-25, 1969; Washington, D.C.—Sept. 17-19, 1969.

Beverages

Milan, Naples, ITALY; Ljubljana, YUGOSLAVIA; New Orleans, LOUISIANA—Nov. 9-12, 1969; Philadelphia, PENNSYLVANIA—Nov. 9-12, 1970; San Francisco, CALIFORNIA—Nov. 17-20, 1969.

Boats, Boating, Maritime

Toronto, CANADA; Copenhagen, DENMARK; Helsinki, Turku, FINLAND; Paris, FRANCE; Berlin, Cologne, Duesseldort, GERMANY; Genoa, ITALY; Amsterdam, Rotterdam, NETHERLANDS; Auckland, NEW ZEALAND; Oslo, NORWAY; Goteborg, Malmo, Stockholm, SWEDEN; Birmingham, Glasgow, London, UNITED KINGDOM.

Building & Construction

Melbourne, AUSTRALIA; Brussels, BELGIUM; Toronto, CANADA; Paris, FRANCE; Hamburg, Nuenburg, GERMANY; Bologna, ITALY; Valkenberg, NETHERLANDS; Johannesburg, SOUTH AFRICA; Madrid, SPAIN; London, UNITED KINGDOM; Chicago, ILLINOIS—Jan.

25-30, 1970; Cleveland, OHIO—Sept. 14-17; 1969; Dallas, TEXAS—Sept. 26-Oct. 1, 1970; Houston, TEXAS—Jan. 18-22, 1970; New York, NEW YORK—Mar. 1-5, 1970.

Camping, Sports, Fishing

Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Grenoble, Paris, FRANCE; Cologne, Duesseldorf, Hamburg, Wiesbaden, GERMANY; Ancona, Milan, ITALY; Amsterdam, Utrecht, NETHERLANDS; Oslo, Stravanger, Trondheim, NORWAY; Lisbon, PORTUGAL; Cape Town, SOUTH AFRICA; Madrid, SPAIN; Lausanne, SWITZERLAND; London, UNITED KINGDOM.

Clothing, Textiles

Melbourne, AUSTRALIA; Vienna, AUSTRIA; Brussels, BELGIUM; Sao Paulo, BRAZIL; Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Berlin, Cologne, Duesseldorf, Frankfurt, Hamburg, Munich, GERMANY; Milan, Turin, ITALY; Amsterdam, Rotterdam, Utrecht, NETHERLANDS; Johannesburg, SOUTH AFRICA; Barcelona, Valencia, SPAIN; London, UNITED KINGDOM; Belgrade, YUGOSLAVIA. Baltimore, MARYLAND—Nov. 13-17, 1969; Dallas, TEXAS—Sept. 28-Oct. 1, 1969; Oct. 25-31, 1969; Greenville, SOUTH CAROLINA—Oct. 19-23, 1970.

Data Processing Equipment

Copenhagen, DENMARK; Paris, FRANCE; Munich, GERMANY; Tokyo, JAPAN; Basel, SWITZERLAND; London, Manchester, UNITED KINGDOM.

Electrical, Electronics, Instruments, Automation

Melbourne, AUSTRALIA; Brussels, BELGIUM; Sao Paulo, BRAZIL; Montreal, Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Munich, GERMANY; Milan, Rome, ITALY; Osaka, Tokyo, JAPAN; Amsterdam, NETHERLANDS; Johannesburg, SOUTH AFRICA; Bilbao, SPAIN; Goteborg, Stockholm, SWEDEN; Brighton, Leeds, London, Manchester, UNITED KINGDOM; Moscow, USSR; Boston, MASSACHUSETTS—Nov. 5-7, 1969; Nov. 4-6, 1970; Chicago, ILLINOIS—Dec. 8-10, 1969; Mar. 23-26, 1970; Los Angeles, CALIFORNIA—Aug. 25-28, 1970; New York, NEW YORK—Mar. 23-26, 1970; June 28-July 1, 1970; Pittsburgh, PENNSYLVANIA—Nov. 11-14, 1969, San Francisco, CALIFORNIA—Aug. 19-22, 1969.

Engineering

Melbourne, Sydney, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE; Munich, GERMANY; Osaka, Tokyo, JAPAN; Utrecht, NETHERLANDS; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Stockholm, SWEDEN; Brighton, Glasgow, London, UNITED KINGDOM; Chicago, ILLINOIS—Mar. 30-Apr. 2, 1970; May 11-14, 1970; Sept. 22-Oct. 2, 1970; Apr. 27-30, 1970; Cleveland, OHIO—Oct. 19-22, 1970; Detroit, MICHIGAN—Jan. 12-16, 1970; Philadelphia, PENNSYLVANIA—Oct. 13-16, 1969.

Food & Food Products

Sydney, AUSTRALIA; Brussels, BELGIUM; Sao Paulo, BRAZIL; Plzen, CZECHOSLOVAKIA; Cairo, EGYPT; Helsinki, FINLAND; Paris, FRANCE; Cologne, Munich, GERMANY; Osaka, JAPAN; Dublin, IRELAND; Utrecht, NETHERLANDS; Johannesburg, SOUTH AFRICA; Madrid, SPAIN; Murcia, SPAIN; London, UNITED KINGDOM; Chicago, ILLINOIS—Sept. 28-Oct. 1, 1969; Oct. 18-21, 1970; Jan. 24-27, 1971; Los Angeles, CALIFORNIA—July 13-16, 1969; Madison, WISCONSIN—Oct. 4-10, 1969; Miami Beach, FLORIDA—Jan. 8-10, 1970; Jan. 16-19, 1972; New Orleans, LOUISIANA—Sept. 14-18, 1969; New York, NEW YORK—Aug. 3-6, 1969; Aug. 9-12, 1970; San Francisco, CALIFORNIA—June 21-25, 1970; WASHINGTON, D.C.—Jan. 18-21, 1970; May 31-June 3, 1970; June 10-13, 1970.

Gifts & Jewelry

Brussels, BELGIUM; Rangoon, BURMA; Montreal, CANADA; Copenhagen, DENMARK; Herning, DENMARK; Paris, FRANCE; Wiesbaden, GERMANY; Naples, ITALY; Leningrad, USSR; Atlanta, GEORGIA—July 20-23, 1969; Jan. 18-21, 1970; July 19-22, 1970; Dallas, TEXAS—Aug. 31-Sept. 5, 1969; Denver, COLORADO—Aug. 24-27, 1969; Mar. 1-4, 1970; Aug. 30-Sept. 2, 1970; Detroit, MICHIGAN—Sept. 6-10, 1969; Los Angeles, CALIFORNIA—July 20-25, 1969; Jan. 18-24, 1970; Memphis, TENNESSEE—Aug. 3-6, 1969; Feb. 8-10, 1970; Miami, FLORIDA—Sept. 7-10, 1969; Minneapolis, MINNESOTA—Aug. 31-Sept. 3, 1969; New York, NEW YORK—Aug. 3-7, 1969; Aug. 17-22, 1969; Philadelphia, PENNSYLVANIA—Mar. 15-20, 1970; Sept. 20-25, 1970; Sept. 28-Oct. 3, 1969.

Hardware

Brussels, BELGIUM; Toronto, CANADA; Lyon, Paris, FRANCE; Basel, SWITZERLAND; London, UNITED KINGDOM; New York, NEW YORK—Sept. 29-Oct. 2, 1969; Oct. 12-15, 1970.

Heating, Plumbing, Airconditioning

Melbourne, AUSTRALIA; Brussels, BELGIUM; Prague, CZECHOSLOVAKIA; Paris,

MODEL HOMES attract the attention of German buyers at a Berlin fair. When the U.S. does not officially participate, U.S. firms often exhibit individually through overseas agents and distributors.

FRANCE; Milan, ITALY; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Birmingham, London, UNITED KINGDOM; Atlantic City, NEW JERSEY—Oct. 18-21, 1970; Cleveland, OHIO—Feb. 9-12, 1970; New Orleans, LOUISIANA—June 21-24, 1970.

Hobbies

Brussels, BELGIUM; Paris, FRANCE; Munich, Nuenburg, GERMANY; Malmo, SWEDEN; London, UNITED KINGDOM; Leningrad, USSR.

Home, Home Furnishings & Furniture

Melbourne, AUSTRALIA; Brussels, Charleroi, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Helsinki, FINLAND; Lyon, Paris, FRANCE; Cologne, Frankfurt, Hamburg, Munich, Nuremberg, Wiesbaden, GERMANY; Milan, Naples, ITALY; Beirut, LEBANON; Luxembourg, LUXEMBOURG; Amsterdam, The Hague, Rotterdam, Utrecht, NETHERLANDS; Oslo, NORWAY; Valencia, SPAIN; Goteborg, Stockholm, SWEDEN; Basel, Bern, SWITZERLAND; London, UNITED KINGDOM; Chicago, ILLINOIS—July 12-16, 1969; July 14-18, 1969; Oct. 20-24, 1969; Jan. 4-10, 1970: June 14-20, 1970; High Point, NORTH CAROLINA—Jan. 19-23, 1970; July 6-10, 1970; Oct. 23-30, 1970; Louisville, KENTUCKY—Sept. 12-16, 1970.

Hotel, Restaurant, Catering

Sydney, AUSTRALIA; Brussels, BELGIUM; Brno, Plzen, CZECHOSLOVAKIA; Copenhagen, DENMARK; Paris, FRANCE; Berlin, Duesseldorf, Wiesbaden, GERMANY; Tel Aviv, ISRAEL; Genoa, Naples, ITALY; Amsterdam, NETHERLANDS; Johannesburg, SOUTH AFRICA; Barcelona, SPAIN; Goteborg, Malmo, SWEDEN; Basel, SWITZERLAND; London, UNITED KINGDOM; Ljubljana, YUGOSLAVIA.

Industrial

Luando, ANGOLA; Brussels, BELGIUM; Toronto, Vancouver, CANADA; Santiago, CHILE; Helsinki, FINLAND; Guatemala City, GUATEMALA; Madras, INDIA; Bern, SWITZERLAND; London, UNITED KINGDOM; Montevideo, URUGUAY.

Laundry, Dry Cleaning

Toronto, CANADA; Zurich, SWITZERLAND; London, UNITED KINGDOM.

Leather & Leather Goods

Brussels, BELGIUM; Paris, FRANCE; Tokyo, JAPAN; Utrecht, NETHERLANDS; Atlantic City, NEW JERSEY—June 4-6, 1970; June 3-5, 1971; June 8-10, 1972; Chicago, ILLINOIS—Oct. 5-8, 1969; New York, NEW YORK—May 12-14, 1970.

Machinery, Machine Tools

Melbourne, Sydney, AUSTRALIA; Copenhagen, DENMARK; Paris, FRANCE; Hamburg, Stuttgart, GERMANY; Milan, Parma, Verona, ITALY; Osaka, Tokyo, JAPAN; Mexico City, MEXICO; Amsterdam, NETHERLANDS; Christchurch, NEW ZEALAND; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Bilbao, SPAIN; London, UNITED KINGDOM; Kisrinev, Leningrad, Moscow, USSR; Greenville, SOUTH CAROLINA—Oct. 15-22, 1969.

Medical, Chemical, Pharmaceutical

Tirana, ALBANIA; Sydney, AUSTRALIA; Brussels, BELGIUM; Montreal, Toronto, CANADA; Bratislava, CZECHOSLOVAKIA; Paris, FRANCE; Berlin, Frankfurt, Munich, Stuttgart, Wiesbaden, GERMANY; Genoa, ITALY; Tokyo, JAPAN; Utrecht, NETHERLANDS; Johannesburg, SOUTH AFRICA; Bilbao, Madrid, SPAIN; Goteborg, Stockholm, SWEDEN; London, Manchester, UNITED KINGDOM; Moscow, USSR. Atlantic City, NEW JERSEY—May 19-21, 1970; Chicago, ILLINOIS—Aug. 18-21, 1969; Aug. 24-27, 1970; Sept. 15-16, 1970; Houston, TEXAS—May 17-20, 1970; New York, NEW YORK—Dec. 1-5, 1969.

Metals & Tools

Chicago, ILLINOIS—Sept. 21-Oct. 2, 1970; Nov. 16-19, 1970; Cleveland, OHIO—Apr. 6-10, 1970; Sept. 28-Oct. 1, 1970; San Francisco, CALIFORNIA—Sept. 16-18, 1969; Scottsdale, ARIZONA—Nov. 12-14, 1969.

Office Machines and Equipment

Copenhagen, DENMARK; Helsinki, FINLAND; Paris, FRANCE; Berlin, Cologne, Hamburg, Munich, Stuttgart, GERMANY; Milan, ITALY; Seoul, KOREA; Amsterdam, NETHERLANDS; Oslo, NORWAY; Madrid, SPAIN; Stockholm, SWEDEN; Zurich, SWITZERLAND; London, UNITED KINGDOM; Zagreb, YUGOSLAVIA; Boston, MASSACHUSETTS—Dec. 26-31, 1969; Chicago, ILLINOIS—Sept. 24-27, 1969; Dec. 26-31, 1970; Denver, COLORADO—Oct. 14-16, 1969; Oct. 13-15, 1970; New York, NEW YORK—Oct. 27-31, 1969; Oct. 26-30, 1970.

Packaging & Materials Handling

Sydney, AUSTRALIA; Brussels, BELGIUM; Toronto, CANADA; Copenhagen, DENMARK; Dublin, IRELAND; Milan, Parma, ITALY; Tokyo, JAPAN; Utrecht, NETHERLANDS; Barcelona, SPAIN; Goteborg, SWEDEN; Glasgow, London, UNITED KINGDOM; Atlanta, GEORGIA—Oct. 18-21, 1970; Boston, MASSACHUSETTS—Oct. 12-15, 1969; Chicago, ILLINOIS—Apr. 14-17, 1970; Detroit, MICHIGAN—Oct. 27-30, 1969; Oct. 20-22, 1970; New York, NEW YORK—Sept. 15-18, 1969; Apr. 20-23, 1970.

Photography

Paris, FRANCE; Cologne, GERMANY; New York, NEW YORK—Nov. 25-29, 1970; Philadelphia, PENNSYLVANIA—Mar. 1-5, 1970.

Plastics

Sydney, AUSTRALIA; Toronto, CANADA; Prague, CZECHOSLOVAKIA; Duesseldorf, GERMANY; Utrecht, NETHERLANDS; Madrid, SPAIN; Goteborg, SWEDEN; Zurich, SWITZERLAND; Glasgow, London, UNITED KINGDOM; Zagreb, YUGOSLAVIA.

Sports, Sporting Goods, Recreation

Anaheim, CALIFORNIA—Jan. 29-Feb. 1, 1970; Cleveland, OHIO—Jan. 16-25, 1970; Denver, COLORADO—Mar. 3-8, 1970; Sept. 10-13, 1970; Nov. 11-15, 1970; Las Vegas, NEVADA—Oct. 23-26, 1969; New York, NEW YORK—Oct. 25-29, 1969; Jan. 21-Feb. 1, 1970; Mar. 1-4, 1970; San Francisco, CALIFORNIA—Jan. 31-Feb. 9, 1970; Oct. 24-26, 1970; Tulsa, OKLAHOMA—Jan. 21-25, 1970; Wichita, KANSAS—Feb. 18-22, 1970.

Toys

Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE; Nuremberg, GERMANY; Milan, ITALY; Tokyo, JAPAN; Lausanne, SWITZERLAND; Brighton, Harrogate, London, UNITED KINGDOM; New York, NEW YORK—Apr. 3-5, 1970.

Singapore at new highs

U.S. plays growing role as city celebrates 150th year as commercial center

Singapore is celebrating the 150th anniversary of its founding as a commercial city, and its economy has seldom looked better. This is the verdict of the semi-annual Economic Trends Report from the U.S. Embassy in Singapore.

Foreign trade and shipping, the activities Singapore's dynamic businessmen know best, are at a record level. Industrialization, the "new look" of the past few years, is developing faster than even the most optimistic estimates of a year or two ago, with an expanding shipbuilding and repair industry and a new microelectronics industry contributing substantially to the boom.

American know-how and investment are playing an important role in these developments—particularly in the petroleum industry and in the manufacture and assembly of miniaturized electronic components, but also in the modernization of regional distribution facilities. Countless new opportunities are opening up for American manufacturers, exporters and service firms.

As Singapore's industrialization accelerates, its market for capital goods and supplies is growing accordingly, and American quality is recognized and sought. It remains, however, for U.S. suppliers to get rid of the outmoded pre-conception that Singapore is a British outpost in which American products are unacceptable or unable to compete, and to seek and seize the many opportunities which are available.

Specific opportunities

For example, the shipbuilding industry and oil industry supply activities demand large quantities of high quality steel products, and generally in a hurry, but there is little or no American steel stocked here. As another example, the great number of hotels under construction or planned should be able to use substantial quantities of American hotel and restaurant equipment.

As for consumer goods, while Singapore can justifiably boast of being a shoppers' paradise where goods from all over the world can be found (much, but not all, at bargain prices) many familiar American consumer products are lacking from the shelves.

The continuing influx of American businessmen and technicians, as well as tourists, is creating a demand for such products, as well as for typical American services. There is only one U.S. franchise restaurant in Singapore, and not a single drive-in to serve the city's highly mobile populace.

Moreover, Singaporeans by and large like the American products they have been exposed to, and are also contributing to the demand for things American.

The recent increase in trade missions, mobile exhibits and individual business visitors coming to Singapore is evidence that American business is becoming more aware of the opportunities to be found.

The opportunities do not stop with Singapore's own consumption requirements, however, for the country's role as a regional supplier is also growing, creating possibilities for warehousing, repackaging and/or processing, and re-export.

For example, U.S. fertilizer has become a significant import and export product since an American chemical company established a bulk importation and bagging operation at Jurong, and U.S. wheat is being imported by local flour mills, most of the production of which is exported.

When Singapore's Prime Minister told the Confederation of British Industry in April ,"I am guaranteeing British investment in Singapore right up to 1980. If you cannot get your money back in eight years with at least three or four times the equity return you get in the U.K., I will buy back your shares at par plus 6%," he was not bluffing. He was trying to infuse leaders of British industry with some of the confidence Singaporeans feel in their burgeoning economy.

No such dramatic claims are needed to attract U.S. investors, who are pouring into Singapore in increasing numbers with investments ranging from $65 million for an oil refinery down to very little in cash if accompanied by a great deal in technical know-how and a captive market.

In fact, the question "What is the value of U.S. direct investment in Singapore?" is becoming increasingly meaningless as new firms set up operations here with large turnover and of substantial value to the economy but requiring very small direct investment of U.S. funds.

What really counts

More important criteria, as far as Singapore is concerned, are "how many people will it employ?" and "what will be the input into the economy from its day-to-day operations?"

The electronics industry is a typical one in which U.S. firms lease factory space from the Jurong Town Corp., borrow funds from the Development Bank of Singapore and other local sources for equipment and start-up operations, utilize various Singapore Government-supported training facilities for training workers, and bring in their own money only as their products start to move out.

Most recent direct investments in Singapore by U.S. firms have been relatively small in dollar terms, but their importance in terms of output, employment and overall benefit to the economy has been substantial. This can be an important consideration for additional firms which are interested in setting up manufacturing operations in Southeast Asia but cannot involve a large cash outlay.

Imports and exports, the life-blood of Singapore's economy, continue their upward trend. Including the best estimates for Indonesian trade, Singapore's total

Help for small firms

The Port of Singapore Authority is not only building a large container terminal; it also has plans for a new customs-free warehouse complex where small firms which do not wish to build their own facilities may lease space for regional distribution operations—a sort of free trade zone within a free port. These facilities should eventually prove useful in connection with exports of U.S. goods to Indonesia (financed either under AID or commercially) and for BUSH (Buy U.S. Here) operations.

imports in 1968 were close to $2 billion and its exports over $1.5 billion. No change in their steady growth is foreseen for the near future.

The downward trend in trade with Malaysia which began with Singapore's separation from Malaysia in 1965 was less pronounced in 1968. Although the time when Malaysia and Singapore may again work together toward a common economic community still appears far in the future, it is inevitable that Singapore will play a key role in Malaysia's foreign trade.

It is likely that official statistics on trade between Singapore and Indonesia will soon become available as relations between the two countries further improve. Meanwhile, there is good evidence to indicate that this trade has continued its sharp climb. Based on available import and export statistics of certain commodities, for example, about 400,000 tons of crude rubber (estimated value $130 million), 50,000 tons of green coffee (estimated value $20 million) and 20,000 tons of pepper corns (estimated value $10 million) must have been imported from Indonesia in 1968, not to mention the many other Indonesian products processed for re-export or consumed in Singapore.

Likewise, exports of made-in-Singapore goods (particularly wheat flour, building materials and bicycles) and re-exports to Indonesia are known to have risen to a new high level.

While Singapore's principal economic role in the region continues to be the processing, packing and marketing of other countries' primary products and the distribution within Southeast Asia of goods from overseas, nobody realizes better than Singaporeans themselves that however useful these services are to other countries, the latter are inclined to see the entrepot as a middleman taking unfair advantage of them; moreover, as neighboring economies develop, some of the middleman's services will no longer be required.

Wider-reaching distribution

Singapore has already begun to resolve this problem by diversifying its economy, and by promoting more sophisticated, wider-reaching distributional activity built on containerization and computerization.

More recent innovations are the promoting of a regional financial market, with Singapore the center of an "Asia dollar" system patterned after the "Eurodollar," and the assumption by Singapore of a new role as an investor in joint ventures in neighboring countries—particularly Indonesia—where Singapore's know-how and financial resources can contribute significantly to economic development.

A very successful investment mission to Indonesia in March found immediate projects in which Singapore businessmen will invest a total of over $20 million, and this is believed to be just the beginning. Cambodia, with which Singapore has very friendly relations, will probably be offered similar assistance.

The British Government announcement in early 1968 of the accelerated withdrawal of British forces from Singapore—scheduled to be completed by the end of 1971—was at the time cause for alarm at the possibility of an economic recession, aggravation of Singapore's chronic unemployment problem, and possible balance-of-payments and budgetary difficulties.

In characteristic fashion, however, Singapore's Government began immediately making plans for countering the economic effects of the withdrawal and stimulating alternative economic activity. These plans have been based on the continued utilization of assets to be left behind by the departing forces, including valuable real estate, a highly developed industrial infrastructure, and a pool of skilled workers, which, due to the nature of military installations, have been less than fully utilized.

The results have been beyond all but the most optimistic expectations, and the withdrawal is no longer seen as a cause for economic concern—although in the process of transition some small sectors of the economy will inevitably still suffer—but as a stimulus to greater economic development.

The first piece of British military real estate to be turned back to Singapore, Blakang Mati Island, is to be developed into a tourist resort and will also be the site of Singapore's communications satellite earth-station.

Shipyard converted

One of the most exciting and encouraging recent developments has been the commercialization of the dockyards at the Royal Navy Base in December 1968. A newly-formed, Singapore Government-owned company, Sembawang Shipyard Ltd., took over these excellent ship repair facilities, granted a management contract to a leading British shipbuilding firm, and began immediately doing a brisk commercial business—continuing to repair Royal Navy vessels at going commercial rates, but in addition repairing tankers, freighters, and even U.S. Navy ships. All of the more than 3,000 dockyard employees received their severance pay from the Royal Navy and were immediately re-employed with no loss of jobs or income—and it is likely that as business expands more workers will be needed.

Similarly, the electrical and electronic shops at the Navy Base have been turned over to another new Singapore Government company, will be managed by an Australian firm, and will continue to provide electrical and electronic repairs to Royal Navy ships while building up non-military business.

In another significant instance, an American oil-industry construction and supply firm was permitted to occupy part of a British Navy depot and begin operating while the Royal Navy was still there. In due course the entire facility was turned over to the Singapore Government which continues to lease it to the American company.

As of early 1969 one air base has been vacated by the Royal Air Force, and negotiations are in process to lease its facilities, as well as those of another base, to firms engaged in the repair and maintenance of aircraft, manufacture of aircraft parts, aviation training and other related activities. An ambitious plan for an aero-space industry in Singapore has been submitted by an American consulting firm, and it is likely that one or more U.S. firms in this field will be among those utilizing the British-vacated air bases.

A major benefit from the British withdrawal has been its contribution to "nation-building." Faced with a real eco-

If peace comes

The continued increase in exports to Vietnam inevitably raises the question of how Singapore will be affected once peace comes to that war-torn neighbor. The answer, which is not as pessimistic as is generally expected, is found in the fact that the great bulk of Singapore's exports to Vietnam consist of re-exported petroleum products, whose contribution to the Singapore economy as they pass through is such a small part of their value that even a substantial reduction in this trade would have a relatively mild effect on Singapore's economy.

On the other hand, the trade in made-in-Singapore goods, although a relatively small part of the total, has resulted in good, solid relationships between Singapore's traders and those in Vietnam, and it is reasonable to believe that as the latter's economy develops on a post-war, peaceful basis, Singapore will continue to provide Vietnam with locally-made goods as well as entrepot services.

NEWLY-CREATED JURONG TOWN CORP. serves as landlord of Jurong and several other industrial estates on the island. This is part of Jurong estate, with Mobil's $15 million refinery in background.

nomic and security threat, Singaporeans have become more cohesive and willing to sacrifice to make Singapore succeed. Thanks to this spirit, the Government was able to enact, with the acquiescence of trade unions, the rather restrictive labor legislation which enables Singapore to offer investors an exceptionally stable, as well as productive labor market.

Singapore's efforts to develop an industrial base have been having increasing success, confirming the wisdom of de-emphasizing manufacturing for import-substitution in the small domestic market and concentrating instead on industrial activities serving an outside market. Hardly a week goes by without one or more new manufacturing firms beginning operations, and the several excellent training facilities recently established by the Government for teaching industrial skills are barely able to keep up with the demand for skilled labor.

The most encouraging public statement on the employment situation in many years was made by the Acting Prime Minister to the National Trade Unions Congress on Labor Day (May 1) 1969 when he said, "We are now within sight of solving at long last the problem of endemic unemployment."

A major long-run factor in attracting new firms into industry was the sweeping revision of Singapore's labor legislation in mid-1968, which eliminated some costly fringe benefits, gave employers more flexibility in hiring and firing, and tied wage increases to productivity.

Another significant series of measures streamlined the Economic Development Board to better perform its basic function of stimulating investment and assisting investors. Its other functions were spun off to three newly-created semi-public organizations: financial assistance to new firms is now the responsibility of the Development Bank of Singapore; the new landlord of Jurong and many other industrial estates scattered throughout the island is the Jurong Town Corp.; export promotion activities are now carried out by the international trading company, INTRACO, Ltd. The stripped-down EDB has increased its promotional activities in both the United States and Europe, and is having remarkable success in attracting new investors.

Shipbuilding booms

While the new industry covers a wide variety of fields, several are worthy of special mention. Singapore has continued to demonstrate a natural aptitude for shipbuilding, repair and conversion, and this industry is mushrooming. Of Singapore's 30-some shipyards, four are of major importance, able to compete successfully worldwide. Tankers in the 100,000 ton class can already be dry-docked, a new drydock for 300,000 ton tankers is under construction at Jurong Shipyard, and one for 400,000 ton tankers will be completed at Sembawang Shipyard by 1972.

In addition to the tugs, coastal freighters, patrol boats and barges already being built there, Singapore will soon begin building tankers up to 70,000 tons and Freedom-type cargo vessels.

Another new industry worthy of mention is electronics assembly and manufacture, particularly miniaturized products. Four American firms already in the production of semi-conductors, integrated circuits, servo-motors, and similar items are proving so successful that many more are either in the process of setting up plants here or seriously considering doing so. It is likely that by the end of 1970 a dozen electronics firms may be employing around 20,000 workers in Singapore.

Singapore has long been a major bunkering and petroleum distribution port, and in 1968 its imports of mineral oil in bulk reached 17 million tons and its re-export 10.5 million tons—up 21% and 17%, respectively, from 1967.

More recently, Singapore has been on the road to becoming an important refining center, and the largest new foreign investment project currently underway is ESSO's 85,000-barrel-per-day refinery under construction on an island off the coast of Jurong.

Several other firms have submitted proposals to build new refineries, but the Singapore Government has become increasingly reluctant to allot scarce land for such a highly automated industry which provides relatively few employment opportunities.

New role as oil center

The most exciting recent development in this field, however, is the new role Singapore is assuming as a regional base for petroleum-related activities throughout Southeast Asia. New exploration activities in Indonesia and offshore from Indonesia, Malaysia and Thailand have brought to this area scores of oil companies, geophysical surveyors, drilling firms and specialized construction, supply and equipment companies—and Singapore is becoming the base of operations for most of these, including a veritable *Who's Who* of the American oil business.

The immediate effect of this activity on the Singapore economy can scarcely be measured, but is evident in the millions of dollars flowing into local firms for the construction of barges, pontoons, tugs, houseboats, supply ships and other specialized workboats, for pre-fabricated houses and buildings to be set up in Sumatra and elsewhere, for steel tanks and pipe, cement, chemicals, and even food and water for drilling rig crews, and for repairs to drilling rigs and related equipment.

For the long run, assuming that large oil deposits are found and developed, the possibilities for Singapore's service-oriented economy stagger the imagination.

As tourist arrivals continue to increase

from month to month, more and more resources are being mobilized to develop this industry into a major earner of foreign exchange to offset the diminishing receipts from British military expenditures.

Hotel construction is a significant factor in the present economic boom, as over 20 new hotels rise to meet not only the present room shortage but also to be ready for the tourist invasion expected when hostilities cease in Vietnam and the jumbo jets begin operation. Excellent new hotels, restaurants (floating and stationary) and night clubs are already doing a rushing business, while plans are moving forward for a variety of new recreation facilities to suit many different tastes—from luxury 'pleasure island' resorts to new settings for authentic Asian cultural presentations.

As countries in the area seek ways of working together in the new spirit of regionalism, tourism is one of the most promising fields, for it is one in which everyone clearly gains and nobody loses. Hence, some of the most hopeful projects for cooperation within ECAFE (Economic Commission for Asia and the Far East) and ASEAN (Association of Southeast Asian Nations) concern the promotion of regional tourism.

Among these projects, Singapore's present Hotel and Catering Training School may be expanded into a regional training center, and a regional handicrafts center is planned for Singapore. Likewise, Singapore has been active in promoting bilateral cooperation with its neighbors in tourism, particularly Indonesia and the Republic of China, with Cambodia probably the next in line. All such activity enhances Singapore's chances of becoming the hub for tourism in Southeast Asia.

Singapore's modern Conference Hall and related facilities are already being used nearly to capacity for meetings of international organizations, regional meetings of American business firms and others. With the expertise thus being gained, and with the many new hotels earmarking space for such activities, Singapore is fast becoming a popular convention center.

Jordan lowers some duties

Jordan has announced a reduction in duty to 5% ad valorem on electronic calculating machines, accounting machines, cash registers, postage franking machines and similar machines incorporating a calculating device. This change became effective May 15.

Moroccan outlook is best since independence; substantial gains in capital goods imports forecast

Both Moroccan, foreign businessmen share general optimism; new Plan calls for heavy outlays on development projects

By LESLIE A. KLIEFORTH

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As Morocco moves into the second year of the Five Year Economic Development Plan of 1968-72, which calls for infrastructure and private capital investment of $2.2 billion during the period, the outlook for an increased economic growth rate has never been more favorable since independence.

While Morocco's economic growth in past years has been modest, Chambers of Commerce and Moroccan and foreign businessmen are on the whole quite optimistic that the objectives of the Plan will be realized, although some shortfall in Government investments may occur during the initial years of the plan.

Low purchasing power of most of the population which is predominantly agricultural, insufficient short term loan facilities, and a virtually chronic foreign exchange deficit are problems facing the business community at present; notwithstanding these problems, businessmen and bankers are looking forward to economic growth, and a greatly expanding market in the near future, especially in capital goods.

As indicated by the following figures, 1968 was a good year for Morocco. Cargo handled at the port of Casablanca increased from two million tons in 1966 to over 2.3 million tons in 1968. Freight car handling increased from 16.2 million tons to 17.5 million tons, while truck line cargo handled went up from 4.9 million tons in 1966 to 5.4 in 1968. While cement production went from only 829,800 tons in 1966 to 995,600 last year, 70% was consumed by the private sector and by 1970 consumption will reach well over 1 million tons, a new record. Of significance also is the increase in consumption of LPG and petroleum fuels, the latter related to the spectacular rise of the motor vehicle park to some 240,000, as compared with some 180,000 in 1966.

The Office de Commercilization et Exportation (OCE-Government Export Marketing Agency) volume of business rose to some 200 million dollars, including exports of citrus fruits, produce, canned sardines and cotton. If Morocco's GNP rose to nearly $3 billion in 1968, an increase of 13%, it was largely because of the good crop year. While the 1969 crop was good, it is not a record one like in 1968. Food however is abundant and the grain silos overflowing. The relative buoyancy felt in the modern sector of the economy in 1968, has therefore, spilled over into this year.

For the first time in many years, firms (many of them French) are expanding rather than retrenching, with new ones arriving on the scene. Among the factors conditioning the rosy outlook are of course the larger, Government investments scheduled or already begun this year under the Five Year Plan, and Morocco's association with the European Economic Community. The latter economic and commercial stimulant assures an expanded Moroccan export market for certain agricultural products, and has already been the cause of the visits of a considerable number of impressive European trade and investment delegations.

Impact considerable in 1969

The Moroccan Government Five Year Economic Development Plan of 1968-72, promulgated in the Royal Decree of Apr. 4, 1968, calls for a financial input of over 2 billion dollars by public and private entities. Of the Government expenditures of over $1.5 billion nearly one half is in dams, irrigation and other projects in the agricultural sector. Private investments are estimated to be on the order of $640 million.

The main thrust then of the Government projects is intended to make Morocco agriculturally self-sufficient, particularly as far as cereals are concerned; private sector investments are projected mainly in light industry including agro-industry, housing, tourism, and mines.

While it may take a considerable num-

LIBERALIZATION ON IMPORT CONTROLS imposed by Morocco in 1967 continues, but license requirements are likely to remain in effect for some time. Above, partial view of the Port of Casablanca.

ber of years for all of the Plan as a whole to have maximum effect on the economy, the pay-off is already there in 1969. Major construction projects, orders of mining and communications equipment and agricultural equipment and chemicals are being initiated this year.

Hotel construction financed by the Government is still booming, private housing is going up at an increasing rate, stimulated by the 3.2% annual increase in population and ever increasing rent levels, and the hope for more widespread economic benefits generated by the Plan. Most observers have commented that the Plan's goal to achieve an annual economic growth rate of over four percent instead of 3.2% as in the past, is not unrealistic, perhaps even conservative. Increases projected in the gross national product are 2.1% for agriculture, 7% in energy and mining, 4.3% in industry and handicrafts, 8.5% for buildings and public works, and 4.6% in transportation and services.

Morocco has imported large amounts of PL 480 grain, cotton and oil, and continues to be the beneficiary of a substantial USAID program. This is largely directed to the improvement of agriculture, and the rural population (Promotion Nationale). The largest AID project, arising from the construction of the AID and Government of Morocco financed Mohammed the Fifth Dam, is the $28 million Lower Moulaya project, to develop the Bou Areg and other agricultural regions.

New loan from U.S.

A new USAID loan agreement for 5 million dollars signed in 1968 is to bring into production by the end of the Five Year Plan in 1972 through irrigation and other means, lands on both sides of the Lower Moulouya River amounting to 68,000 hectares. The loan, with an estimated $31 million in Moroccan Government budget funds, is projected for construction of additional distribution and drainage systems, land leveling and development, and financing the services of a U.S. agricultural and development group.

A number of U.S. firms have submitted proposals to the Moroccan Government for the development management contract, and the Ministry of Agriculture recently selected a consortium of U.S. specialized firms with whom detailed negotiations are under way. This consortium is to assist the Government in achieving the following objectives in the Bou Areg plain and lower Moulouya Region: organizing the project, assessing productive alternatives for investment planning, attracting investors and commercializing agro-industrial projects; preparing engineering designs of irrigation and drainage systems; establishing agricultural experiment stations.

In 1968 an $8 million bilateral Agricultural Sector Loan Agreement was signed to provide for the dollar financing of Moroccan imports of all types of agricultural machinery and equipment and parts, food machinery, fertilizers, and agricultural chemicals and pharmaceuticals, tinplate, irrigation pumps and equipment. Drawdowns under this agreement are to be valid through calendar year 1969 and a new amplified $5 million dollar agreement will come on stream July 1969, including additional items such as sprayer planes, truck parts and heavy leveling equipment.

American firms increasing

A salutary development of the improved economic outlook described earlier has been the growth in the number of American firms in Morocco. IBRD and AID assistance, the existence of Cooley Amendment loan money, abundant trainable labor and Morocco's impending association with the Common Market, are of course important considerations of American management in appraising Morocco for marketing or investment purposes.

The number of American ventures and branch offices has gone up from 46 in 1967 to 64 in 1969 (mostly in Casablanca), a remarkable increase which is expected to continue.

In the promising agro-industrial sector, seven American firms are already established or will do so as joint ventures with Moroccans (some of them near Agadir). King Ranch of Texas is setting up an important cattle ranch, Garvey Grain has started growing seed grains, while Pacific Vegetable Oil has initiated the growing of safflower seeds.

A substantial investment in the communications field, financed in part by an Eximbank loan is that represented by Aerojet-General in a Ground Satellite Communications Station in association with the Moroccan Government. Financing of American trade and investment in Morocco is assisted by two American

banking subsidiaries, the First National City Bank and the newly arrived Bank of America, while Continental of Chicago is associated in an established commercial bank.

New investments are also to be made in the pharmaceutical industry by several American firms, while another American group is setting up a chicken-feed plant and chick farm. Several well-known American packers are examining the feasibility of setting up tomato concentrate, fish, olive, dehydrated vegetable plants, and produce marketing firms.

A notable success story in tourism is that of Holiday Inn which has completed its hotel at Marrakech and started construction of hotels at Fes and Casablanca, with Tangier next on the schedule.

Import policy and trade patterns

The Moroccan Import Program for 1969 continues to reflect the partial liberalization of import controls introduced in 1967, a feature of which is a long list of industrial and consumer goods not requiring import licenses. Foreign exchange regulations, however, continue to apply to all export-import transactions. The need to allocate foreign exchange resources to priority imports, and the policy to protect domestic industry, means that import license controls are likely to remain in effect for a considerable period.

It is anticipated that as the result of the Moroccan Agreement with the European Economic Community, likely to take effect August 1969, certain advantages will accrue to Common Market suppliers (in consideration of advantages accruing to Moroccan exporters), for example reserving a percentage of annual import quotas for EEC imports. Moroccan tariff duties too will be lowered. The new rates however are also to apply to the United States and other countries, since they are granted on an MFN basis.

According to Moroccan figures, its imports rose to $524 million in 1967, with the U.S. accounting for 10.2% of the total, 37.4% for France as compared with 15.9% from other Common Market countries, 3.6% from USSR, 2.6% from China. While Morocco continues to import more from the U.S. than she exports, it should be noted that most of the difference is imported under PL 480 or AID grant facilities.

Moroccan exports in 1967 were $429 million, with France taking 41.3% of the total being the number one market, and other EEC countries amounting to 19.3% of the total. The total volume of trade increased in 1968 with the pattern of trade remaining much the same.

The Five Year Plan input by the public and private sector, will in the course of time unquestionably raise the per capita income now estimated at $190 and increase the number of Moroccans in the cash economy even within the Five Year Plan period, from the presently estimated figure of three to four million.

Since the durable and non-durable requirements of the consumer, generally speaking, are adequately provided for from domestic production and existing assembly plants, the market potential for the American exporters lies principally with capital goods.

Among the commodities for which Moroccan imports will increase substantially in the near future are industrial and agricultural chemicals. It is envisioned that Ministry of Agriculture requirements alone in fertilizers in the 1969/1970 period may total 800,000 tons of urea, sulfate of ammonia, nitrogenous and potassic fertilizers.

Requirements of fungicides and pesticides will be also considerable, the amount of course depending on climatic and other conditions. European firms are well introduced, and have been offering very competitive prices and terms (90 to 120 days), which have enabled them to dominate the market.

There has been no accounts receivable problem in dealing with importers and dealers for agricultural equipment and chemicals in Morocco. Terms of at least four months (more where deliveries from the U.S. are concerned) are desired because of storage problems, and because reimbursement procedures of a number of Government entities are slow. Also domestic short term credit facilities to dealers, especially in the agricultural sector, are inadequate. It is anticipated, however, that equipment sales to farmers and planters will move closer to their market potential with the increased financing that is being made available by the Regional Agricultural Credit Banks (CNA).

While the Government is the biggest customer for agricultural chemicals, private farmers and cooperatives have heretofore been the most important buyers in the agricultural machinery and implement market. It is anticipated however that under the Five Year Plan equipment requirements for Government-owned land will zoom upwards, as these lands are brought into modern cultivation.

It should be noted that, with the exception of modern harvesting machinery, only agricultural tractors and trucks can be exported to Morocco CKD or as parts, to licensed industrial assemblers. A wide range of implements is made locally, and local content of assembled tractors and harvesting machinery is increasing.

A spin-off benefit of renewed activity and massive investment in the agricultural sector as well as Morocco's agreement with the EEC is of course a sharp, anticipated increase in growing and packing agricultural products for exports and the agro-industrial field in general. This development has been alluded to elsewhere, however the rate of growth can reasonably be expected to be so great in the agro-industrial field, especially in the private sector, that American firms offering specialized food machinery, packaging machinery, etc., should consider a vastly increased promotion program in Morocco well worth the effort.

Many Amercian manufacturers are represented poorly or not at all, and the availability or presence on short notice of qualified sales and technical representatives is vital to the success of a sales program; most actual or potential investors request "free engineering" in establishing equipment requirements for new or expanded plants.

Most important purchaser

The most important Government purchaser in the immediate future will be the enormous phosphate mining and fertilizer production entity, the Office Cherifien de Phosphate (OCP), Rabat. Vast expansion plans are underway to expand open-pit and underground mining operations in Khouribga and Youssifia. Construction for the new mining operation at Ben Guerir has started, and a new railroad will link it with the Port of Safi, the bulk handling facilities of which are also scheduled to be greatly expanded.

Major immediate requirements are those of the OCP for heavy open pit mining equipment, including large ore dumpers, draglines, conveyor systems, wet and dry ore dressing plants, calcination plants, underground mining equipment. OCP generally passes tenders to known firms, or their dealers, but information and demonstration on the newest types of mining equipment is welcomed by the management. OCP's fertilizer plant Maroc Chimie also is to be expanded and a phosphoric acid plant is to be contracted for as well as processing of mine tailings to produce iron pellets.

The Five Year Plan provides for an expenditure of $70 million at Khouribga and elsewhere, to raise phosphate output from some 11 million to some 18.5 million tons in 1972. Total expenditures projected by the OCP, the private sector and the Government Mining Agency (BRPM) are to be on the order of $200 million of investments for construction, transportation and mining equipment.

An important venture under way is the off-shore petroleum exploration drilling of ESSO operation in Agadir, which reportedly has located gas and petroleum. According to reports recently circulated Occidental Petroleum is also to start offshore exploratory drilling between Agadir and Safi.

Another major project under study is the production of ingots using iron ore from the Rif mines near Nador.

Demand for heavy construction and road building equipment by public contractors (for dams, airports, roads, and allied projects) this year is not likely to be as big as originally projected, because of the anticipated influx of a considerable number of contractors, many of them French, who are bringing their equipment with them.

Other important 1969 requirements of Government entities include a civil air radar and traffic communications and control center for the Nouasseur international airport, scheduled to open by the end of the year, and electric machinery and equipment particularly for the Office National d'Electricité (ONE), for thermal and hydro-electric power generation equipment and junction and switch boxes to produce an additional 346 megawatts of peak load capacity.

With the vast expansion of the Moroccan textile industry in the last decade, particularly in cotton and rayon spinning and weaving, and the contracts for the immense synthetic and cotton spinning and weaving plant COTEF at Fes, the demand for large new orders of textile machinery, except for polyester monofilament production machinery, may be expected to decrease.

Cooling equipment needed

In view of the building boom in Morocco and particularly the enormous expansion in tourism, the market for air conditioners and also institutional equipment remains very good. A Government project of interest is the Office de Commercialization et Exploitation (OCE) proposal for the expansion of citrus fruit and product processing and refrigerated storage, increased transportation by refrigerated trucks for citrus fruits and produce destined to the export market is also envisioned.

Exporters in the United States should be able to increase their share in Morocco's expanding market, despite some apparent cost and transportation problems in some instances, but only with aggressive salesmanship and more imaginative and effective support with regard to terms and technical assistance, to their dealers in the area. In some product classifications dealers are hard to find and the existing ones are overburdened.

The supplier should not overlook the possibility of setting up a sales and service branch, possibly on a joint venture basis with a Moroccan, keeping in mind that there already are too many American products ineffectively represented in Morocco.

American firms should not expect to compete by relying solely on sending sales letters in English. The business language is French and a local agent is essential. Competition with the massive and impressive sales efforts of nearby European firms is invited, and is likely to pay off.

Pakistan revises protection policy

The Government of Pakistan is reported to have approved a revised protection policy aimed at lowering domestic production costs through the adjustment of duties, insuring maximum utilization of existing industries, and providing special consideration to priority producer industries. The revised policy is also intended to avoid creation of conditions where industries are assured of inordinately large profits in a closed market characterized by shortages and high prices.

The new policy marks the beginning of the second phase of industrial development, the first having been one in which consumer industries enjoyed prime protection. The change results from a review of protection policy in the context of planning for the Fourth Five Year Plan (July 1970-June 1975).

The following guidelines for implementing the policy were reportedly outlined by Industries Secretary S. S. Jafri during a press interview:

► When reviewing protection requests, the Tariff Commission would be asked to ensure special consideration to industries manufacturing equipment, machinery, components and intermediate goods;

► Grant of protection should no longer be automatic but should be linked with gradual improvement of production levels, cost, quality and sales prices. Protection should have a built-in reduction and should normally not last longer than five years;

► Protection granted should not be excessive and industries having inherent weaknesses and not expected to be competitive should be discouraged;

► Grant of protection should be with reference to the fair average unit and take full account of the size of profits. However, when judging indigenous costs with imported competitive products due allowance should be made for longer production runs, cheaper raw materials, and similar items for the foreign producer;

► Protection, import and tariff policies should be closely integrated and a joint review of each should be made with each import policy imposed;

► Dumping cases should be specially considered;

► Complete import banning of any product would be the exception, and

► In urgent cases the Tariff Commission would make interim recommendations within three months. It is being asked to review existing cases of industries enjoying undue protection.

The Pakistan press has also reported the establishment of a subcommittee headed by the Deputy Director General of Investment Promotion and Supplies to select industries which could be operated on two or three shifts in order to achieve greater utilization of existing industrial capacity. According to the report, industries which can contribute most to production growth will be identified in order to establish priorities for allocation of additional foreign exchange for materials needed to expand production from the present one-shift practice.

Mexico tire plant to buy U.S. goods with Exim loan

The Export-Import Bank of the United States has authorized a $7.5 million credit to Compania Hulera Euzkadi, S.A., of Mexico to finance the purchase of U.S. equipment and services for a tire factory to be built near Guadalajara.

The B. F. Goodrich Company of Akron, Ohio, will provide design, engineering, and technical services during the construction period.

Euzkadi, in which B. F. Goodrich is a substantial stockholder, was founded in 1928 and operates plants in and near Mexico City. It is one of the larger tire manufacturers in Mexico and the largest producer of diversified rubber goods.

The loan was the second that Eximbank has authorized for Mexico this year. The earlier credit, for $1.4 million, was for a pulp and paper producer in which Scott Paper Co. of Philadelphia has a 50% interest.

Transition to civilian rule may affect Ghana's economic patterns; foreign investors seen welcome

New policies expected to expand investment while preserving stability gained over past three years; most industries healthy

Ghana's economy shifted during 1968 from stabilization to positive development; during 1969 it is undergoing transition of a different type. The advent of an elective, civilian government later in the year could revise the method and direction of Ghana's efforts toward economic recovery, according to the semi-annual Economic Trends Report from the U.S. Embassy in Accra.

Conventional alternatives to policies pursued by the National Liberation Council (NLC) appear limited, but political initiative need not necessarily be so restricted. What policy changes may occur cannot be predicted before the new regime is intalled and has taken hold. Accordingly, present decisions of government and business alike tend to be deferred.

Ghana's economic policies as now set by the Two-Year Development Plan are subject to endorsement by the new government. Financing the investments planned will be heavily dependent on earnings from cocoa, also an area where government initiative is of major importance.

Assuming moderate fluctuations in the cocoa cycle, the new government can reasonably be expected to expand investment during 1970 while conserving the stability won over the past three years.

A large share of the gross investment—perhaps 40 to 50%—is apt to be in public corporations, not all of which are yet adequately managed, and in developmental projects still in the planning stage. Of the former, the Volta River Authority and the Electricity Corporation will undergo expansion, and more inexpensive housing will be constructed. Transport services operated by the railways and by Ghana Airways need re-equipping, and NLC commitments for extension of rural water and sewage services will probably be honored. Agriculture will be the focus of investment projects for the intensified cultivation of cotton, corn, rice, oil palm, sugar and, likely, cocoa.

For a successor regime to improve on the NLC's management of the economy will not be easy. With a second successful rescheduling of medium-term external debt in late 1968, balance-of-payments problems have been provisionally brought under control by rigid restriction of public expenditure and import licensing. Although exports remain more or less at the 1965 level, arrears on current account have been substantially reduced.

There has also been an appreciable growth in most sectors of the economy, due mostly to an improvement in terms of trade. In particular, productivity in manufacturing has been increased by placing priority on the importation of raw materials and spare parts, and management appears to have been rationalized in the state enterprises. Activity in timber, fishing and gold mining has been modestly expanded.

These are essentially gains in short term stability based on high cocoa prices; the fundamental question is how to make measured progress toward sustained, long-range development not wholly reliant on cocoa earnings. Finding an answer will be the new government's priority task.

Over the next few years, both the country's resources for development and capacity for dealing with its debt-servicing burden seem largely if not exclusively dependent on higher earnings from cocoa. Otherwise, the size of Ghana's continuing requirements for foreign aid in this period can be modified only by success in attracting private capital investment from abroad, perhaps somewhat discouraged until now by the administrative process.

Attracting private capital

The creation of an investment climate attracting the foreign investor has made slower progress than hoped or than the potential of the Ghanaian market seems to warrant. The inflow of private capital has not been a source of foreign exchange providing substantial relief for severe difficulties with the balance of payments.

Nor has private capital offset the contraction of public investment, which was one of the objectives of the stabilization program. The ratio of domestic investment resources in 1968 resembled that for 1967 and at present is not a strong factor for expansion.

Although the divestment feature of the National Liberation Council's industrial policy of early 1966 has been reiterated as recently as last February, it has not been energetically pursued. It may not really have much popular support.

Public ownership of production facilities has many adherents, an unsurprising fact which probably is reflected in the deliberation with which proposals for private participation in state corporations are scrutinized. Management of public enterprises has been considerably improved during the last three years, but only infrequently by accepting private partners.

The approval of various responsible ministries to a proposed investment must normally be secured one after another rather than concurrently, a time-consuming procedure which has tended to discourage any but the most determined potential investor. The inauguration in March of a Ghana Investment Center in Accra occupied by the Capital Investments Board seems only a nominal improvement. Although the Board was originally intended as a clearing-house for all investment matters, it has not had the field to itself.

Most promising for U.S.

U.S. opportunities for sharing in the development of Ghana's private industries appear most promising in capital goods: notably trucks, crawler tractors, excavators and other heavy equipment.

However, U.S. suppliers newly entering the market will need ingenuity and foresight in establishing dealerships. Qualified dealers not already handling competing product lines are often difficult to find, and it may be advantageous to assist the financing and training of relatively inexperienced local businessmen.

In addition to the ordinary advantages of local versus direct-hire representation as regards sales and services, Government policy will continue to seek the expansion of Ghanaian enterprise in this field, and possession of an agent customarily facilitates United States supply under the AID Commodity Import Program.

There have been other deterrents to private investment. Import restrictions have favored raw materials and spare parts for existing plant over capital goods. Secondly, although somewhat liberalized in mid-February, the Bank of Ghana's transfer of profits and dividends is tightly controlled. Personal remittances by privately employed expatriate staff are also tightly controlled, and their maximum amounts were reduced in mid-February.

Finally, as is understandable in a developing nation, official policy expresses an intent to promote Ghanaian participation in trade and small industry. A civilian government is very unlikely to modify this NLC enactment and might well extend the areas it reserves for the indigenous businessman.

In 1969-70, higher world prices for cocoa should further strengthen the slow improvement to Ghana's export earnings since 1967. Maximum benefit from these prices was not derived earlier because of delays in evacuating the 1968-69 crop, which in any case was much smaller than anticipated in 1968 by about 10% to an estimated $343 million and should rise in 1969 by a similar percentage. In both years, cocoa receipts will have accounted for about two-thirds of the total.

Except for investment goods, import supply and demand appear to be roughly in balance at a level of $300 million in 1969. The level of course depends on the amount of foreign exchange available. Perforce, the policy aim has been to limit the deficit on current account, including debt service, to what can be covered by foreign aid and concessional long-term loans. The import licensing system, using three types of licenses, is accordingly geared to the management of foreign exchange resources.

Trade on the basis of bilateral payments agreements is being sharply reduced. Sterling area imports have increased in relative importance as those from the EEC decline. Aid-assisted imports may reach 15% of the 1969 total.

Revenues fall short

Ghana's revenues, as well as the economy in general, have benefited from world cocoa prices but not to the extent the budget estimated. Cocoa duty in 1969 will provide 25-30% of total revenue. By Mar. 31, however, the shortfall in its collection amounted to some $48 million (by Ghana Gazette figures) below budget estimates for the first three quarters of the current fiscal year, due to the reduced outturn and delayed evacuation.

Meanwhile, other revenue has declined: that from import duties reflects the shift from consumer goods bearing generally higher duties to raw materials and spare parts, much of which is imported duty-free under concessions made to induce investments. Similarly, the collection of corporate and private income taxes has not progressed to the extent expected, and a tax review commission has been appointed to study revisions to the entire revenue structure.

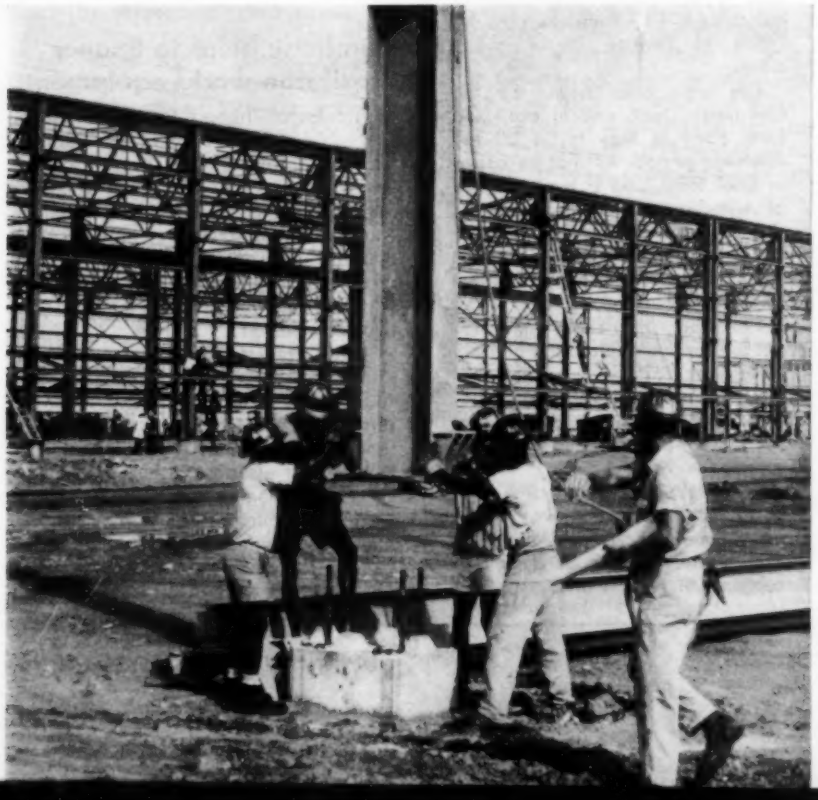
The lack of success in cutting recurrent expenditures by an announced 10% has led to some difficulties in meeting obligations. As a result, actual spending on the development budget will be perhaps 20% below the planned outlay of $103 million—unfortunate but scarcely a calamity.

The two-year plan (mid-1968/mid-1970) on which the development budget was based stated rather general goals. Its particular targets for development in agriculture, water resources, transportation and telecommunications will depend on detailed studies now in progress.

On the other hand, better management of the public corporations this year reduced reliance on budget resources. Except for VALCO, the Ashanti Goldfields Corp., the United Africa group, and one or two other private companies, the largest employers in Ghana are public enterprises. Their number and scale of operations have important impact on the public finances, which benefit directly from any managerial improvements carried out, for instance, by the Ghana Industrial Holding Corp., controlling 20 manufacturing plants.

However, it is uncertain whether all of these state corporations are now organized as profitable ventures, earning depreciation, and in time returning their investment. The railways, for instance, seem to be running in the red, due to traffic and maintenance difficulties, after several years of profitable operation.

VALCO ALUMINUM PROJECT partly-owned by Kaiser Aluminum, is one of the major employers in Ghana. Above, workers position a steel column being installed at the smelter.



Nigeria increases some duties, lowers others

The Republic of Nigeria recently published substantial changes in import duties on a number of commodities entering that country.

Although some changes have been made throughout the tariff schedule, primary emphasis is in the area of metallic raw materials, machinery (electrical and non-electrical), wire, electrical goods and apparatus, tools, piping and tubing, fabricated metal pieces and containers, metal castings and ingots, industrial equipment and accessories, glass containers, and motor vehicles.

Some duties have been raised and others lowered, largely depending on whether the goods are imported for use by a manufacturer in Nigeria.

For information on changes in the rate of duty on specific items write the Africa Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Colombia's private firms, agriculture get $42.9 million in World Bank loans

Development finance companies in five leading cities will relend $25 million to varied industries; farms to buy equipment, fertilizer

The World Bank Group has approved financing equivalent to $42.9 million for the development of private industry and agriculture in Colombia.

The World Bank itself is making a loan equivalent to $25 million to assist development finance companies (financieras) in five leading Colombian cities in their effort to support Colombia's industrial development.

The World Bank affiliate, the International Finance Corporation (IFC), is also making equity investments of $435,000 each in two of the financieras. It previously made equity investments in the other three.

Industry now accounts for about 20% of Colombia's gross domestic product, compared with 14% in 1950. Industrial growth has been hampered, however, by limited import capacity and scarcity of long-term investment resources. The financieras have been partially filling the gap and have become major sources for medium and long-term loans, as well as equity financing for private industries. Their operations include medium and long-term loans, import-export financing, equity participations, promotions, underwriting and guarantees to private business.

The Bank loan will cover direct foreign exchange expenditures for projects to which the financieras commit funds. Of the $25 million, $15 million will be shared equally by the five companies, and the balance will be available for joint operations of all of them and to those among the financieras that have committed their fixed allocation.

Channeled through private fund

The financieras derive their resources mainly from their equity, from credit lines with the Banco de la Republica and foreign commercial banks, and from loans from the Private Investment Fund (PIF), a special fund within the Banco de la Republica established in 1963 to mobilize capital from various external sources to finance private investment activities in Colombia. The present loan, as in the case of two previous Bank loans totaling $37.5 million, will be channeled to the financieras through the PIF.

Another Bank loan, of $17 million, will assist a four-year agricultural credit program for the development of approximately 2,500 medium-sized farms in the Departments of Tolima and Valle.

The Government will relend the proceeds of the agricultural loan to the Colombian Institute for Agrarian Reform (INCORA), which has primary responsibility for implementing the project.

Investments will be made for on-farm improvements to land, buildings and roads; acquisition of tractors, combine harvesters, crop spraying aircraft and ancillary equipment; and the purchase of fertilizers and pesticides.

The loan includes funds for the services of consultants to assist INCORA's management in administering the project, and to carry out a feasibility study of irrigation in the Cesar River Valley which may eventually result in the irrigated development of about 148,000 acres.

The Food and Agriculture Organization of the United Nations (FAO) assisted in the preparation and appraisal of the project under the Bank/FAO Cooperative Program.

Proposed rules withdrawn

Proposed regulations on treatment of exploration and development expenditures in the extractive industries will be withdrawn by the Office of Foreign Direct Investments.

The regulations, issued by the Commerce Dept. unit in proposed form early in May for a 30-day comment period, will not be issued in final form, and a formal notice of withdrawal will be published shortly in the *Federal Register*. The regulations were proposed as a new subpart to the Foreign Direct Investment Regulations.

Proposed restrictions on expensed foreign exploration and development costs were issued last Nov. 14, but were not made effective in 1968. The revised policy for 1969 was published in proposed form on May 9.

The decision to withdraw the most recent proposal was based on comments received by the office and further analysis of data. The subject will remain under study.

West German firm loses right to U.S. exports

The firm Delektra GmbH, K.G. of Pinneberg (near Hamburg), West Germany has been denied U.S. export privileges as a related party to K. B. Byrrild-Steffensen, who has been subject to a denial order since 1959.

The Department of Commerce's Bureau of International Commerce (BIC) said that Byrrild-Steffensen is part owner and manager of the Delektra firm. In these capacities he could use the firm to evade the restrictions of the denial order against him.

All outstanding export licenses in which the Delektra firm has an interest have been revoked, and the firm, its agents and employees are prohibited from participating in any transactions involving commodities or technical data exported or to be exported from the United States.

The U.S. export regulations provide that, without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been denied the right to U.S. exports.

Eximbank helps to finance Brazil iron works equipment

The Export-Import Bank has authorized a $1.7 million credit to Fundicao Tupy, S.A., of Joinville, Santa Catarina, Brazil. Proceeds of the credit will help finance the U.S. purchase of machinery, equipment and services required for expansion of Tupy's iron foundry and related facilities. Total cost of the expansion program is estimated at the equivalent of $12.9 million.

Tupy, a privately-owned company, was established in 1938 as a malleable iron foundry. It is now a leading manufacturer and wholesaler in Brazil of automotive castings, pipe fittings, and sundry castings for electrical transmission lines. It employs some 2,850 people and its existing facilities include three foundries and a mechanical finishing department. Completion of the expansion program in 1971 will increase plant capacity from 15,000 tons to 30,000 tons per year.

U.S. firms to play large role in establishing high-priority petrochemical complex in Korea

Total investment of about $200 million expected for Ulsan project; all elements of complex due to be operational sometime in 1971

In formulating the Second Five Year Development Plan, covering the period 1967-71, the Government of the Republic of Korea set as one of its principal objectives the establishment of a petrochemical complex at Ulsan, a port city on the southeast coast of Korea.

The petrochemical intermediates produced by the complex would foster the establishment of man-made fiber and plastics industries in Korea, thereby reducing the heavy import component of the textile industry (the largest industry in Korea and the leading source of Korea's foreign exchange earnings) which has increasingly turned to the production of man-made fiber goods.

The need for the petrochemical project has been indicated by the rapid construction and expansion of man-made fiber and plastics plants in the past few years. By the end of 1969 Korea will have a total production capacity of 45,000 metric tons for polyvinylchloride (PVC), 9,900 metric tons for nylon, about 6,000 metric tons for polyester fiber, about 2,400 metric tons for polypropylene fiber, and about 13,200 metric tons for polyacrylic fiber.

The petrochemical complex is to be constructed for a total investment of about $200 million. American firms are expected to play an important role in the development of this complex through joint ventures, loans, and technical assistance.

The chief element in the complex is to be a naphtha cracker, using raw material supplied by the 115,000-barrel-per-day oil refinery at Ulsan owned by the Korea Oil Co. (KOCO), a joint venture between the Korean Government and Gulf Oil. Centered on this facility, whose annual production capacity is planned at 100,000 metric tons for ethylene, 70,000 metric tons for propylene, 12,000 metric tons for butadiene, 62,300 metric tons for benzene, and 37,300 metric tons for cyclohexane, plans are being made for plants producing vinylchloride monomer (67,000 metric tons per year), polyethelene (50,000 metric tons per year), polystyrene (6,000 metric tons per year), caprolactam (33,000 metric tons per year), ethylene glycol (12,000 metric tons per year), acrylonitrile (26,700 metric tons per year), synthetic rubber (15,000 metric tons per year), acetaldehyde (26,000 metric tons per year), alkyl benzene (10,000 metric tons per year), and polypropylene (20,000 metric tons per year).

Naphtha cracker planned

The Korea Oil Co. expects to begin construction of the naphtha cracker in July, with a December 1970 completion date. Dow Chemical Co. and the Chungju Fertilizer Corp., a Korean Government-owned enterprise which is acting as the Government agent in implementing the plans for the petrochemical complex, have signed a basic agreement for the polyethelene and vinylchloride plants and hope to begin construction in late 1969.

The U.S. Agency for International Development recently approved a $5 million loan to help finance the construction by the AN Co., a Korean corporation to be owned jointly by the Chungju Fertilizer Corp. and Skelly Oil Co., of a plant capable of producing 60 million pounds per year of acrylonitrile monomer.

AID also recently approved a $5 million loan to help finance the construction by the Chungju Fertilizer Corp. of an ammonia plant with a design capacity of 907 metric tons per day and a new urea plant with a production capacity of 700 metric tons per day. The project is complementary to the petrochemical complex, since part of the ammonia production is expected to be used by the acrylonitrile and caprolactam plants to be constructed at Ulsan.

Other parts of the petrochemical complex are in various stages of planning with the most important ones, caprolactam and polypropylene, being the most advanced. The Korean Government is planning on 1971 start-up dates for all elements of the complex.

South Africa brings import permit value to 1968 level; further increases unlikely

South Africa has announced the additional issue of import permits for 1969 equal to 25% of 1968 allocations. This brings the total allocation of import permits for 1969 to 100% of the value of 1968 allocations.

According to the Ministry of Finance this appears to be completely adequate to satisfy existing import requirements. In view of this, additional across-the-board allocations of import permits for 1969 appear unlikely. However, individual South African importers who feel that present quota limits are inadequate for their purposes may ask the Director of Imports and Exports for an additional allocation. Such requests will be considered on their individual merits.

For additional information concerning quotas, duties, licensing, and other South African trade regulations and charges, write the Africa Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Nigeria expands import licensing requirements

Under the terms of new import licensing regulations published June 9 by the Nigerian Government, the list of commodities requiring specific licenses for importation into Nigeria has been expanded from 94 commodities to a total of 297 commodities.

All goods not included on the list may be imported under Open General License if originating in the United States and most other countries.

For information concerning whether specific licensing is required for the importation of a specified product or products into Nigeria, write the Africa Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

French producers look for U.S. links with four proposals

Four French firms seek licensing arrangements to make products related to their current fields of activity. Their interests are: ship building, electronic control equipment, fabrication of metal products, and safety equipment.

• A French manufacturer of special electronic measuring and control instruments and equipment seeks American licensing rights for similar types of products.

The firm's principal activity is the maintenance, repair and calibration of measuring and control instruments used in France, including U.S. instruments. It currently imports precision potentiometers from Switzerland.

The Paris company, established in 1961, reports annual sales of $400,000.

Write: SOMELEC-Societe de Maintenance Electronique, 38-42 Rue d'Hautpoul, Paris 19eme, France. WTD. **P-69628.**

• Established in 1920, a boat and ship builder seeks a license or similar collaborative arrangement to engage in industrial activities related to its operations. It is particularly interested in the fabrication of plastic boats about 60 ft. in length and over.

The French company claims to have broad experience in the production of different types of ships, including barges, tug boats and fishing craft of both metal and wooden construction. It operates a well equipped shipyard on the banks of the Garonne river, employing about 100.

The firm's workshops and other installation, which encompass four shipways, cover around 20,000 sq. meters with 6,000 sq. meters under shelter.

Write: Chantiers de la Garonne, Quai de Queyries (Face au No. 7), Bordeaux-Bastide, Gironde, France. WTD. **P-69630.**

• A French fabricator of a wide range of products such as farm implements, files and rasps, steel and aluminum scaffolds and drilling and boring equipment seeks licenses or similar agreements to make allied products.

The firm operates a modern, well-equipped plant employing around 400. It specializes in mechanical construction, forging, milling and metal stamping. The firm is also in a position to increase and diversify its production utilizing its present equipment and labor force.

Write: Usine Metallurgique de Domine, Domine, par Naintre (85), Vienne, France. WTD. **P-69631.**

• A producer of air and sea survival outfits and safety equipment is seeking licensing arrangements with U.S. manufacturers of a compatible product line.

Established in 1936, the French firm manufactures protection and survival equipment and such related products as parachutes, and aviator's heated jackets. In addition it makes sails for sailboats and various categories of sporting and training equipment.

Interested U.S. companies are requested to **write:** Societe d'Equipements Divers pour la Population Civile et l'Aviation, Boite Postals No. 69, Caville par Bergerac (24) Dordogne, France. WTD. **P-69654.**

British firm wants license for traffic, safety items

Licenses to manufacture and distribute electrical and other road traffic equipment are sought by a British holding company, Dorma Smith Holdings Ltd.

The concern is particularly interested in expanding its range of highway traffic hazard warning lights, devices, and signs. Also, the company wants to diversify into the production of newly developed small, electrical appliances.

Currently, the firm's affiliates make ferrous and nonferrous castings, steel fabrications, automatic switchgear and motor starters, miniature and moulded case circuit breakers, industrial light fittings and electrical accessories. Subsidiary companies operate in India and South Africa.

Write: Dorma Smith Holdings Ltd., Atherton Works, Blackpool Road, Preston PR2 2DQ, England. WTD. **P-69651.**

Guayaquil concern seeks to broaden activities

An Ecuadoran firm in the import-export business since 1937 seeks a license to manufacture wines and liquors.

Write: Mercantil Martinez Velasco, S.A., P.O. Box 1705, Guayaquil, Ecuador. WTD. **P-69642.**

Dutch manufacturers want U.S. licenses

Two Dutch companies are interested in licensing arrangements with U.S. manufacturers: A prominent consortium of Dutch firms in Rotterdam is interested in making hydraulic, deck machinery, and valves; the other firm located in Spijkenisse wants to produce gate and safety relief valves. Their proposals follow:

• Licenses to manufacture safety relief and gate valves for distribution in Western Europe are sought by a Dutch firm.

Currently, the company specializes in the production of fabricated structural products, prefabricated pipelines, and fiberglass pleasure boats. It also maintains extensive facilities for the maintenance, repair and complete overhaul of these and other products such as marine reverse and reduction gears, ship's diesel engines, gate and safety relief valves.

Write: Van Hamburg's Machine fabriek, Sluisdijk, P.O. Box 29, Spijkenisse, N.V., The Netherlands. WTD. **P-69643.**

• A large and prominent consortium of Dutch firms engaged in shipbuilding, the manufacture of heavy machinery and metal structures, dredging craft and offshore drilling equipment seeks licensing and/or joint venture agreements.

The Dutch organization is interested in the production of hydraulic machinery, cranes, deck machinery such as hauling and anchor winches, large valves for the oil and chemical industries, steering engines and engineering work involving cast iron and steel. The company could also market the products in Western Europe through its sales force.

Write: I. H. C. Holland, 2 Marconistraat, or P.O. Box 6141, Rotterdam, The Netherlands. WTD. **P-69637.**

Danish firm seeks license to make electrical items

A license to manufacture small electrical household appliances is sought by a Danish appliance producer and distributor.

The firm is also interested in the purchase of such products from U.S. manufacturers.

Write: Flamingo Industri A/S, Ole Romersvej, DK-3000 Helsingor, Denmark. WTD. **P-69653.**

Australian firm seeks licensing agreement

Licenses to manufacture such specialized mining equipment as rock drills and bits, pneumatic pit jacks, and roof supports and anchor rods are sought by a leading Australian firm in the mining and construction equipment field. The firm is also interested in the production of hot forge machinery used for the heading of bolts and related products, and of machine tools, including roll threading machines, utilized in the production of specialized mining machinery.

The Sydney concern also seeks to expand its line of pre-stressed concrete inserts, dust collection equipment, and plastic water stop strips used in building and dam construction. The company is a leading manufacturer of steel, concrete structures and specialized framework for dams, tunnels and bridges.

The manager of the Sydney company plans a three week trip to the U.S. in July to visit firms in the mining equipment and concrete structure field. Companies interested in arranging appointments with the Australian visitor should **write:** Noel G. Smith, mgr., Acrow (Australia) Pty. Ltd., 195-203 John St., Lidcombe, Sydney, N.S.W., 2141, Australia. WTD. **P-69655.**

Swiss paint manufacturer seeks licensing arrangement

A license to manufacture white interior lacquer for food cans which can be applied by roller coating and is resistant to various foodstuffs and sterilization is sought by an established Swiss paint manufacturer. The firm has about 85 employees, including 10 traveling salesmen.

Write: Standard Lack-und Farbenwerke AG, Max Hoeggerstrasse, 74, 8048 Zurich, Switzerland. WTD. **P-69641.**

Belgium producer wants to make wire articles

A Belgium firm currently engaged in electro-plating work seeks a license to manufacture wire articles. The products would be marketed through department stores and shops. **Write:** Luc De Laeter, mgr., P.V.B.A. Luxor, Hospitaalstraat 85 Zottegem, Belgium. WTD. **P-69649.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Indian manufacturer seeks U.S. partner

One of India's largest industrial firms seeks a joint venture with an experienced U.S. company to manufacture electronic products. These would include silicon diodes and transistors, loud speakers, gang condensers, integrated circuits, electrolytic and styroflex capacitors, tape recorders and electronic desk calculators.

A U.S. participant is requested to provide technical know-how and production equipment not available in India. Estimated cost of project is $5.2 million.

The Indian company manufactures cotton textiles, synthetic fabrics, sugar, PVC, rayon tire cord, fertilizer and other chemicals. Its affiliates specialize in the production of sewing machines, fans, electric motors, air conditioners, diesel engine pumps and other equipment. The firm employs approximately 30,000 and reports annual sales of $96 million.

Write: Mr. Vinay Bharat Ram, dir., Delhi Cloth and General Mills Co. Ltd. (DCM), P.O. Box 1039, Bara Hindu Rao, Delhi 6, India. WTD.

Additional information on this opportunity is also available from the Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. **P-69650.**

Iranian booklet lists investment potential

The Iranian Ministry of Economy has recently published a booklet entitled *List of Projects for Foreign Investment in Iran* in which it lists seven industries where foreign investment is encouraged by the government.

The industries include agro-industry, mining, rubber products, chemicals and chemical products, metal products, machinery and parts, and parts for transportation equipment.

In certain industries the Ministry has pinpointed specific projects which it believes can be successfully initiated at this time. In the rubber products field the manufacture of V-belts, profiled rubber sealings and conveyor and transport belts are mentioned as opportunities worthy of investigation by interested investors. The transportation equipment field lists such projects as pistons, valves, spark plugs, filters, carburetors, pumps and other allied products.

The Ministry has only highlighted each project and briefly indicated the current market for the particular product, an estimate of the future market, the availability of raw materials and, in some cases, a product's export potential. The Ministry feels that interested investors would prefer to conduct their own feasibility studies and therefore, with but few exceptions, in depth studies have not been made.

U.S. companies interested in obtaining a copy of the booklet and additional information should **write:** Mr. Behnam Bazargani, Investment Promotion Section, Ministry of Economy, Research Centre for Industrial & Trade Development, Tehran, Iran. **P-69632.**

Firms contemplating investment in Iran may wish to review the Economic Trends Report prepared by the Embassy of Tehran which was published in the June 23 issue of INTERNATIONAL COMMERCE.

World Trade Opportunities

SHAPE requests bidders for electric test items

The Supreme Headquarters Allied Powers Europe (SHAPE), Belgium, invites bids for 21 items, in quantities of 1, 2, or 3, of the following electric test equipment: wide band dual trace oscilloscope; dual trace oscilloscope; wide band signal generator; power meter with thermistor mount; SHF signal generator; sweep oscillator; universal bridge; power meter and load resistor; telephone measuring set; oscilloscope alignment set; VTVM tester; measuring bridge; in circuit RIC bridge; frequency counter 50 MHz; transmission measuring set; electronic frequency counter 100 MHz; voltohmmeter; tube tester; resistance and insulation bridge; RF test set; psophometer.

The Tender No. is 69-07 PS/MEB, and the bid deadline is Aug. 12. Only prequalified suppliers from NATO countries are eligible to submit quotations.

Bids should be submitted to: Supreme Headquarters Allied Powers Europe (SHAPE), Purchasing and Contracting Office, ACE Communications and Electronics Division, SHAPE, B-7010, Belgium.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

Greece issues tenders for SSB transceivers

The Greek Ministry of Commerce has issued Tender No. 4/355/69, for the supply of SSB transceivers. Bid deadline July 21.

Bid should offer 38 SSB transceivers, comprising 25 units 300 watts P.E.P. and 3 units 50 watts P.E.P., 6 channels 1.6 to 15 MHz. 10 units 250 watts 4 channels, 2 to 15 MHz, complete with technical manuals and spare parts.

Copies of tender announcement and specifications are available from the Ministry of Commerce, State Purchases Directorate Four, 50 Socratous St., Athens, Greece, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

Ireland seeks supply bids for sound control consoles

Radio Telefis Eireann, Ireland, has issued a tender for the supply of sound control consoles. Bid deadline is Aug. 28.

Applications for copies of the specifications should be addressed to Radio Telefis Eireann, Donny Brook, Dublin 4, enclosing a deposit of $48.00 returnable on receipt of a bona fide tender.

Indian firm needs raw materials, equipment for tennis plant

The following raw materials and machinery are sought by an Indian firm planning to erect a plant for the manufacture of tennis balls: Melton cloth (grade 30, bleached and pressed) or any other equivalent quality, 10,000 meters; blowing agent: ammonium chloride, sodium chloride, 400,000 pellets, each; flexibility tester; mixing mill, 20″ dia x 40″; spreading machine; 3″ dia extruder; two hydraulic presses with ram dia 15″, platform size 30″ x 30″ with one ton per sq. in.; vulcanizer or felt bonding mould.

Interested American companies should correspond with Muller and Phipps (India) Pvt., Ltd., P.O. Box 773, Bombay, India.

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Turkey announces plans to buy electrical central control system

Ankara Elektrik Havagazi ve Otobus Isletme Muessesesi Umum Mudurlugu, Toros Sokak No. 20, Shhiye, Ankara, Turkey is interested in having bidders study the local problem in Ankara (at their own expense) in order to secure the necessary technical details upon which to qualify their bid for the supply and assembling of the material for the installation of the central control system.

Tender date is Dec. 6.

One copy of the proposal is available for review only, not for loan, from the Power and Electrical Equipment Division, BDSA-651, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4241).

Thailand issues tender on educational supplies

The Department of Vocational Education, Ministry of Education, Rajdamnern Avenue, Bangkok has issued Tender No. LIVE-11 for the supply of metalworking, woodworking, and related equipment to equip vocational training schools.

Items required, include: fourteen turret lathes—9″ swing, fifteen 25-ton hydraulic presses, 44 hydraulic and universal benders, 400 electric hand drills and sanders, 16 electric hand impact wrenches, 100 cutting and milling tools, 25 electric hand routers and planers, 47 circular saws, 28 poultry brooders, five micro-chemical centrifuges and ten 15-seat microbuses.

Bid deadline is Aug. 1.

A set of tender documents is available for Office review in the Metalworking Equipment Division, BDSA-649, Room 4204, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-5652).

Korea calls for bids on communication needs

The Office of Supply, Government of the Republic of Korea, has issued Tender No. KFX-9095N, for the supply of communications equipment spare parts.

Bid deadline July 10.

Bid should offer miscellaneous tubes and semi-conductors for communications equipment in various quantities; components and parts for tropospheric scatter equipment.

Copies of tender announcement and specifications are available from the Office of Supply, Government of the Republic of Korea, Seoul, Korea, or on a short-term loan basis to firms located in the United States from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

Equipment bids sought for Bogota water plant

The Water-Supply and Sewer Co. of Bogota has issued Tender No. 61 for the following items: Proportioners of chemical products; flocculators; mud removers; pipe and valves of various sizes; control panels and electrical materials in general. Bid deadline is July 21.

Bids must be delivered personally or through an authorized representative.

Specifications on above tender available for approximately $112 from Empresa de Acueducto y Alcantarillado de Bogota, D.E., Plan Maestro de Acueducto, Avenida Jimenez, No. 4-90, Oficina 302, Bogota, Colombia.

Financing of above items will be provided by the World Bank.

World Trade Opportunities Continued through page 51

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50 per copy and the Export Control Regulations are priced at $12 for the year. Both publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

ITALY—Truck-farm seeds, particularly U.S. hybrid types. Giovanni Gerbi & Figlio—Sementi (wholesaler), Via Leoncavallo 6, Asti. WTD 6/69.

NETHERLANDS—All types of flower and garden seeds. Direct purchase and/or agency for Western Europe; also interested in licensing arrangement with U.S. seed grower. D. van der Ploeg's Elite Zaden N.V. (grower, retailer, wholesaler, agent, importer, exporter), P.O.B. 19, Barendrecht. WTD 5/69.

201 Meat products

SWEDEN—Meat, all kinds. Genco AB (agent, importer), Lilla Nygatan 2, S-411 09 Goteborg. WTD 10/68.

203 Canning, preserving foods

GERMANY—Frozen fruits, vegetables, sea foods (shellfish, fish). Request price quotations c.i.f. German ports. Interested firms should correspond with Georg Bruner (importer, distributor), 8000 Muenchen 61, Johanneskirchnerstrasse 141. WTD 5/69.

207 Confectionery

DENMARK—Specialties and novelties within chocolate candy and sugar type confectionery (not containing cocoa), drops, bon-bons, chocolate for cooking, marshmallows, candy canes. Brdr. E. Metz (manufacturer, importing wholesaler, exporter), 95-99 Jagtvej, DK-2200 Copenhagen N. WTD 6/69.

209 Food preparations

SWEDEN—Soybean oil, fish oil. Karlshamns Oljefabriker, AB (manufacturer, exporter), Box 71, S-292 00 Karlshamn. WTD 10/68.

221 Broad woven fabric mills, cotton

GREECE—Cotton fabrics, seconds, stocks, remnants. Requests price quotations. Direct purchase and agency. Yeleyenides Bros. (importer, distributor, exporter, sales agent), 63c Metropoleos St., Athens 116. WTD 5/69.

PORTUGAL—Corduroys, cotton. Bangor-Sociedade Comercial Textil, Lda. (manufacturer), Av. Dr. Lourenco Peixinho, Aveiro. WTD in preparation.

SWEDEN—Fabrics for men's, boys' shirts, cotton, cotton/manmade fibers. Linkopings Linnefabriks AB (manufacturer), Regementsvagen 1, S-252 57 Halsingborg. WTD 11/68.

222 Broad woven fabric mills, manmade fiber, silk

SWEDEN—Fabrics for men's, boys' shirts, manmade fiber. Linkopings Linnefabriks AB (manufacturer), Regementsvagen 1, S-252 57 Halsingborg. WTD 11/68.

223 Broad woven fabric mills, wool

SWEDEN—Lightweight tweeds for mens', women's wear. Schlasbergs Konfektionsfabrik AB (manufacturer), Pilakersgatan 32, S-261 41 Landskrona. WTD 8/68.

224 Narrow fabrics, other smallwares mills

SWEDEN—Florists' ribbons. AB Fredrik Gedin (manufacturer, importer, wholesaler), Rosenbergsgatan 11, S-252 54 Halsingborg. WTD 10/68.

227 Floor covering mills, products

GERMANY—Bathroom sets made of French crimped rayon, tufted with latex-backing, similar carpets. Requests price quotations c.i.f. European ports. Direct purchase and agency. Deteha Rolf Quack GmbH. (importer, exporter, sales agent), 407 Rheydt, Mittelstrasse 12. WTD 6/69.

MALAWI—Carpets and rugs, tufted, approx. 9 ft. x 12 ft. and rolls 12 ft. x 25 yds. foam underlay. Include odd lengths, factory rejects. Quotes in £ sterling requested. Brymson's, Merchant Distributors (importer, distributor), P.O. Box 90, Lilongwe. WTD 10/68.

SWEDEN—Tufted bathmats and sets. Only

interested in direct offers from mills. AB Dantexo (wholesaler, agent), Kvarnstensgatan 15, S-252 27 Halsingborg. WTD 10/68.

228 Yarn, thread mills, products

GERMANY—Synthetic continuous filament yarns; plain, textured, for use in textile industry. Direct purchase and agency. Quotations c.i.f. German port. F. C. Bayerlein, Baumwollspinnerei (manufacturer, distributor, exporter), 858 Bayreuth, Eduard-Bayerlein-Strasse 1. WTD 5/69.

229 Textile goods

AFGHANISTAN—Leatherette. Akbar Export-Import Co., Ltd. (importer, distributor, commission agent), Latif Market, Masjid-e-Puli Khishti, Kabul. WTD 6/69.

239 Fabricated textile products

SWEDEN—Plastic table mats, shower curtains, terry towels. Only interested in direct offers from mills. AB Dantexo (wholesaler, agent), Kvarnstensgatan 15, S-252 27 Halsingborg. WTD 10/68.

251 Household furniture

SWEDEN—Upholstered, other furniture. AB Zackrissons Mobler (retailer, importer), Kungsbackavagen 80, S-431 90 Molndal. WTD 12/68.

262 Paper mills, products

● **KOREA**—The Republic of Korea is inviting bids for approximately 1.5 million meters of pregummed gravure printing paper suitable for printing of postage stamps. Roughly one million meters to be 280 mm wide and 500,000 meters to be 290 mm wide. Substance to be 80-100 grams/$m^2 \pm 4\%$. Curling specifications and inside and outside roll diameters are exacting. Bid deadline July 18.

Copies of tender form with specifications and conditions are available from the Forest Products and Packaging Division, BDSA, Room 4007, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3530).

264 Converted paper, paperboard products

GREECE—Adhesive paper. Requests price quotations c.i.f. Piraeus. Direct purchase or exclusive agency. Kotsalidis & Co. (importer, distributor, sales agent), 10-12 Aristidou St., Athens 122. WTD 5/69.

● **KOREA**—The Republic of Korea is inviting bids for approximately 1.5 million meters of pregummed gravure printing paper suitable for printing of postage stamps. Roughly one million meters to be 280 mm wide and 500,000 meters to be 290 mm wide. Substance to be 80-100 grams/$m^2 \pm 4\%$. Curling specifications and inside and outside roll diameters are exacting.

Bid deadline July 18.

Copies of tender form with specifications and conditions are available from the Forest Products and Packaging Division, BDSA, Room 4007, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-3530).

MALAWI—School and office notebooks, writing pads, including factory rejects, closed-off lines. Brymson's, Merchant Distributors (importer, distributor), P.O. Box 90, Lilongwe. WTD 10/68.

281 Industrial chemicals

AUSTRIA—Citric acid, chromic acid, nickel sulfate, potassium bichromate, potassium permanganate, sodium bichromate. Direct purchase and agency. Viktor Trampisch (importer, wholesaler, manufacturers' representative), Hollandstrasse 18, A-1025 Vienna. WTD 6/69.

FINLAND—Cumene, propane, ammoniac to be used as raw materials for new plant which will be capable of producing up to 20.000 tons of phenol, and 20,000 tons of acrylic nitrile per year. Mr. Hakan Luhr, Sateri Osakeyhtio (manufacturer), Hietalahdenkatu 2 C, Helsinki 18. WTD in preparation.

FRANCE—Reagents for clinical laboratories. Direct purchase and agency. Biolyon (manufacturer), 6 rue de la Barre, 69 Lyon (2). WTD 3/69.

● **GREECE**—Supply of a cobalt 60 unit, one piece, and a cobalt 60 source for the Greek Army Command. Technical specifications, cobalt 60 source follow: high specific activity (a) 3000 RHM, 1 and 2 cm diameter, (b) 4000 RHM, 1 and 2 cm diameter, in accordance with the international regulations; to be shipped via separate container approved by the Atomic Energy Commission of the country of origin; and before shipment the source will be checked by an international surveillance office for (a) the output RHM and (b) for leakage from the container. Certificate of surveillance will accompany the source. Tender #4/402/69. Bid deadline July 25.

Bids to be submitted to the Ministry of Commerce, State Purchases Directorate A, 50 Socratous St., Athens. Copies of the specifications and tender terms available from Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3468).

SWEDEN—Activated carbon for filtering medium for kitchen ventilators. Kockums Jernverksaktiebolag (manufacturer), S-373 00 Kallinge. WTD 8/68.

SWITZERLAND—Liquefied gases for industrial application. Kemag SA (agent, distributor), Rue Bautte, 1201 Geneva. WTD in preparation.

282 Synthetic materials

AUSTRIA—Polyvinylchloride, polyethylene, melamine, acrylonitrile-butadiene-styrene, polystyrene resins. Direct purchase and agency. Viktor Trampisch (importer, wholesaler, manufacturers' representative), Hollandstrasse 18, A-1025 Vienna. WTD 6/69.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

GREECE—Plastics materials, synthetic resins. Requests price quotations c.i.f. Piraeus. Direct purchase or agency. Kotsalidis & Co. (importer, distributor, sales agent), 10-12 Aristidou St., Athens 122. WTD 5/69.

SWEDEN—Plastic materials resistant to steam, boiling liquids, to coat edges enameled cookware. Kockums Jernverksaktiebolag (manufacturer), S-373 00 Kallinge. WTD 8/68.

283 Drugs

GREECE—Proprietary drug products; antibiotics. Requests price quotations. Direct purchase and agency. Demetre N. Kalamitsis (importer, distributor, sales agent), 1 Piraeus St., Athens 112. WTD 5/69.

IRELAND—Veterinary pharmaceutical preparations. Suttons Ltd. (importing distributor), Sutton House, 1 South Mall, Cork. WTD 4/69.

MALAWI—Castor oil for medicinal use in 25-gal. containers. Prices in £ sterling, c.i.f. Beira requested. Miller & Wixley (Malawi) Ltd. (chemists), P.O. Box 886, Blantyre. WTD 2/68.

PHILIPPINES—Pharmaceuticals, chemicals, bulk vitamins. Direct purchase and agency. Inhelder Corp. (wholesaler, retailer), 41 Pioneer St., Mandaluyong, Rizal. WTD 2/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SWEDEN—Chemicals for treating large oil spill, at sea, on land. Agency and direct purchase. H. H. Kristensen AB (agent, wholesaler), Djurgardsgatan 9, S-414 62 Goteborg V. WTD 8/68.

287 Agricultural chemicals

IRELAND—Agricultural, horticultural chemicals; insecticides and bee appliances. Suttons Ltd. (importing distributor), Sutton House, 1 South Mall, Cork. WTD 4/69.

291 Petroleum refining

GREECE—Lubricating oils. Requests information, prices. Direct purchase and agency. John Dalianis (importer, commission agent), 7 Aristotelous St., Thessaloniki. WTD in preparation.

299 Products of petroleum, coal

MALAWI—Petroleum jelly for pharmaceutical use in 25-gal. containers. Prices in £ sterling, c.i.f. Beira requested. Miller & Wixley (Malawi) Ltd. (chemists), P.O. Box 886, Blantyre. WTD 2/68.

306 Fabricated rubber products

● **BURMA**—The Government of the Union of Burma, Union of Burma Railway Board, Rangoon, Union of Burma is inviting firm quotations on behalf of Myanma Export Import Corp. (Import Div.) for the following item: pneumatic tool hose armoured, two pieces— 50′ x 1″ x 3 ply suitable for use with 180 lbs. P.S.I. of rotary pneumatic tube cleaner; manufactured with natural rubber wiring; resistant to oily vapors associated with air compressors; wrapped plies of special fabric reinforcement and with tough wearing natural rubber cover. The hose should be duly armoured. Tender No. MEIC/B.RLYS/13(T)152(MC)68.69 with a bid deadline of July 16. Copies of the tender are avail-

able from the Chemicals Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3381).

307 Plastic products

GREECE—Sausage casings, synthetic. Requests information, prices. Direct purchase and agency. George Adrianopoulos (commission agent, importer), 2 Karolou Diehl St., Thessaloniki. WTD 2/68.

Supply laminated sheets; vinyl wall coverings. Requests price quotations c.i.f. Piraeus. Direct purchase and agency. Kotsalidis & Co. (importer, distributor, sales agent), 10 Aristidou St., Athens 122. WTD 5/69.

331 Steel mill products

● **IRAN**—Rail anchor clips, 600 tons. Tender #1998 & 1999/47; Due to changes in the drawing, original bid deadline of June 4 extended to July 23. All other conditions of tender remain the same. Iranian State Railways, Tehran. Copies of new drawing or complete tender document available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230★ (Telephone: 202-967-2364).

● **KOREA**—Structural steel channels, 88 metric tons of various sizes to meet certain specifications; keystone plates, designed per specific drawing for railroad passenger coaches, 220 sheets of various sizes to meet certain specifications. Tender #KFX-9097-S; bid deadline July 15. Office of Supply, Government of the Republic of Korea, Seoul, Korea (for Korean National Railroad, ROK). Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

THAILAND—Steel scrap 1,140 metric tons, size not thicker than 2.5 mm.; silvery pig iron, 168 metric tons with 10% silicon; malleable pig iron, 600 metric tons with 5% silicon; foundry coke, 540 metric tons, 9% ash and 89.5% fixed carbon; ferro-manganese, 6 metric tons, 75% manganese and 5-7% carbon. Requests c.i.f. Bangkok quotations. Thai Pipe Fittings Co., Ltd. (manufacturer), 1824 Ban Thad Thong Rd., P.O. Box 616, Bangkok. WTD 5/69.

333 Primary smelting, refining of nonferrous metals

SWEDEN—Cadmium for manufacture of batteries. Svenska Ackumulator AB Jungner (manufacturer), S-572 00 Oskarshamn. WTD 12/68.

THAILAND—Bismuth, 480 kg. Requests c.i.f. Bangkok quotations. Thai Pipe Fittings Co., Ltd. (manufacturer), 1824 Ban Thad Thong Rd., P.O. Box 616, Bangkok. WTD 5/69.

335 Rolling, drawing, extruding of nonferrous metals

BELGIUM—Nickel metal plate. P.V.B.A. Luxor (importer, manufacturer), Hospitaalstraat 85, Zottegem. WTD 6/69.

342 Cutlery, hand tools, general hardware

IRELAND—Cutlery, door fixtures, garden hand tools, fireplace equipment, general household hardware. Suttons Ltd. (importing distributor), Sutton House, 1 South Mall, Cork. WTD 4/69.

PARAGUAY—Builders' hardware: padlocks; door locks, lock sets, and lock trim; window hardware, door pulls and bolts, screen door hardware; door closers and checking devices, including floor types; sliding, folding door hardware. Direct purchase and agency. Wiske & Cia (importer, wholesaler, retailer, indent agent), Casilla Postal 51, Asuncion. WTD 5/69.

351 Engines, turbines

● **PAKISTAN**—Supply eight each instructional steam engines, single cylinder, 15 hp. at 25 to 750 RPM, steam pressure 150 psi, exhaust condenser about 25" vacuum. Tender No. S-12/367/F/66-67, bid deadline Aug. 5. The Director of Supply, Govt. of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, E. Pakistan. One set of specification available for review only, not for loan, from Power and Electrical Equipment Division, BDSA-651, Room 4124, Department of Commerce, Washington, D.C. 20230. Financed by IDA Credit 49-PAK.★ (Telephone: 202-967-4241).

● **CEYLON**—One mobile hydraulic crane, 3 section boom, 90 hp. diesel, approximately 8 ton capacity at 10 ft., 2 wheel drive, 4 wheel steer; six industrial tractors, front wheel steer, rear wheel drive, 55 hp. diesel engine; one fork lift. Approximately 2,500 lb. lift, 130 hp. engine, pneumatic-tire; ten crawler cranes, 50 hp. diesel, approximately 7 ton capacity at 10 ft.; four front end loaders, four wheel drive, rear wheel steer, 70 hp. diesel engine, 1.25 cu. yd. bucket capacity; four tandem drive motor graders, 65 hp. diesel engine 10 ft. mold board, approx. weight 9,000 lb.; eight tandem vibrating rollers, static weight of approx. 2,240 lbs. 10 hp. engine; eight portable bituminous heater-sprayers, trailer mounted, approx. 300 imperial gal. capacity; six portable air compressors, diesel engine, 200 cu. ft. capacity; fifteen portable concrete mixers, skip loader, non-tilting drum, 14/10 cu. ft. capacity, 8 hp. diesel engine; eight powered concrete wheelbarrows, 12 hp. diesel engine, 2,500 lb. batch capacity; four portable rock crushers, 25 ton capacity, 30 hp. diesel engine; four portable granulators, 15 ton capacity, 25 hp. diesel engine; four portable jaw crushers, 10 ton capacity, 25 hp. diesel engine; four portable granulators, 10 ton capacity, 25 hp. diesel engine. List of recommended spare parts up to 25% of the cost of each of the machines in this trade opportunity. IBRD and IDA financing for tenders of any member country. No tender number supplied. Bid deadline Aug. 15. The Chairman, Tender Board, Ministry of Public Works Posts and Telecommunications, Transworks House, Colombo 1 (One Copy of Tender Available for three day Loan).★ (Telephone: 202-967-5566).

352 Farm machinery

NORWAY—Lawn mowers, snow throwers, electric powered, or gasoline. Direct purchase and agency. Defa Elektro Mekanisk Fabrikk (distributor, manufacturer), Sandviksveien 183, 1300 Sandvika. WTD 3/69.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Public works, construction machinery, equipment, primarily bulldozers. Agency and direct purchase. Eychenne, Pierre (dealer), 9-11 Avenue Paul-Laffont; 09- Saint-Girons, Ariege. WTD 5/69.

354 Metalworking machinery

AUSTRIA—Used molds for compression and injection molding of plastic housewares, other consumer products. Wilhelm Frank Exporthandels-Ges.m.b.H. (agent, importer, exporter), Zieglergasse 19, A-1072 Vienna. WTD 6/69.

● **IRAN**—Supply of 20,000 rail and wooden sleeper drills, Tender No. 3, 4 & 5/48, bid deadline Aug. 9. Iranian State Railways, Tehran.

Loan copy is available to companies located in the U.S. from Metalworking Equipment Division, Business and Defense Services Administration-649, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-5652).

ITALY—Metalworking machine tools with new technical characteristics, principally hydraulic and conventional forming presses, universal and special milling machines, grinding machines. Direct purchase and agency. Donvito Macchine Utesnili (dealer), 109 Corso Galileo Ferraris, Turin. WTD 5/69.

● **PAKISTAN**—Supply of machinery and testing equipment, including: Nine hydraulic and concrete testing machines, five specimen mounting presses, five cut-off machines, five tool grinders, fifteen floor model drill presses, ten power hacksaws, five pedestal grinders, eight band saws, ten wood lathes, and related accessory equipment. Tender No. S-12/194/D/68-69, bid deadline Aug. 25. The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2.★ (Telephone: 202-967-5652).

YUGOSLAVIA—Machinery for manufacture of cold-rolled sheet metal, 0.20-2 mm., capacity cca 300 tons per month, roller speed 6-40 meters per min., with built in automatic welding apparatus, cutting tool; machinery for manufacture of patterned sheet metal, 0.20-2 mm., width 4-600 mm., with chromizing equipment and plastification equipment for strips in different patterns; capacity 300 tons per month, pattern speed 6-40 meters per minute. Detailed technical description, literature requested. Quote delivery, prices ex factory incl. packing, loading. Offer in five copies in sealed envelope marked "javno prikupljanje ponuda". Bid deadline Sept. 3. Rudnap, Export-Import (importer), Uvozni sektor II/1, Vuka Karadzica 6, Belgrade. WTD in preparation.

355 Special industry machinery

BRAZIL—Machinery for manufacture of wooden toothpicks, round; pointed at both ends; production of 500-1,000 kg/day. Florido, Melo & Cia. Ltda. (manufacturer, distributor), Estrada do Otaviano, 413 (Turiacu) Rio de Janeiro ZC-38 GB. WTD 12/68.

FINLAND—Special machinery, licensing arrangement for production of: 20,000 tons of phenol annually, cumene to be used as a raw material; 20,000 tons of acrylic nitrile annually, propane, ammoniac as raw materials; 10,000 tons of acrylic fibers annually, to be derived from acrylic nitrile. Mr. Hakan Luhr, Sateri Osakeyhtio (manufacturer), Hietalahdenkatu 2 C, Helsinki 18. WTD in preparation.

GUATEMALA—Food processing machinery for pre-cooking, rolling, otherwise processing

oats. E. Ramiro De Leon L. (manufacturer, merchant), 15 Ave. 1-50, Zona 3, Quezaltenango. WTD 6/69.

IRELAND—Lithograph printing, ancillary equipment. Offset Distributors Ltd. (importing distributor), 72 Lr. Leeson St., Dublin 2. WTD 2/69.

ITALY—Complete plant for enamelling 0.30 to 0.85 mm. diameter electric copper wire. INDESIT, Industria Elettrodomestici Italiana S.p.A. (manufacturer), Attn: Geom. P. Scotti, Strada Statale del Sestriere, None (Turin). WTD 1/69.

URUGUAY—Quick freezing equipment for special cuts of beef packed in cartons or trays. Establecimientos Colonia S.A. (meat packing plant), Jujuy 2644, Montevideo. WTD in preparation.

Complete equipment for maintaining in storage 3,000 tons frozen meat, 500 tons chilled meat; two complete lines for by-products to prepare meat meal, liver meal, bone meal, edible fat, unedible fat (tallow), dry blood; complete line for preparation of cooked, frozen beef; machinery for packing corned beef; one filler (cooked beef); vacuum closing machine for 12 oz. tapered cans with spare parts; two vacuum pumps; one fork lift; stainless steel sheets to prepare cooking tanks, tables. Frigorifico Canelones, Miguel Ameglio S.A. (meat packing plant), Jujuy 2644, Montevideo. WTD in preparation.

356 General industrial machinery

BRAZIL—Machinery for wrapping of wooden toothpicks; production of 500-1,000 kg/day. Florido, Melo & Cia. Ltda. (manufacturer, distributor), Estrada do Otaviano, 413 (Turiacu) Rio de Janeiro ZC-38 GB. WTD 12/68.

FRANCE—Centrifuges. Direct purchase and agency. Biolyon (manufacturer), 6 rue de la Barre, 69 Lyon (2). WTD 3/69.

357 Office computing, accounting machines

GREECE—Electronic data processing, computing systems (digital: general purpose, all other). Requests catalogs, price quotations. Direct purchase and exclusive agency. Compagnie Hellenique Radio-Maritime S.A. (Cherma) (importer, distributor, sales agent), 26 Bouboulinas St., Piraeus. WTD 12/68.

● **KOREA**—Supply of 65 dating machines for use when vending railroad tickets or the equivalent. Tender No. KFX-9098-S, bid deadline July 4. Requested by the Office of Supply, Govt. of the Rep. of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230★ (Telephone: 202-967-2939).

358 Service industry machinery

IRELAND—Commercial, industrial refrigeration, air conditioning equipment. Irish Refrigeration Engineers (importing distributor), 28 Bolton St., Dublin 1. WTD 5/69.

MALAWI—Vending machines, coin operated, for merchandise; cigarettes, candy, coffee. Descriptive catalogs, prices in £ sterling c.i.f. Beira requested. Hotel Services Ltd. (importer, retailer), P.O. Box 84, Salima. WTD 5/69.

PHILIPPINES — Ice plant, 25 tons/day capacity, block production. Fericsons, Inc. (ice production), Sta. Rita, Pampanga, Attn: Ricafort. WTD in preparation.

359 Machinery

THAILAND—Complete machinery for manufacturing carbon paper, with capacity of 25 million sheets of letter, legal sizes per year. Requests full specifications, prices. The Direct Trading Corp. Ltd. (importer, distributor), 4th Floor, B & P Bldg., 183 Sukhumvit Road, Bangkok. WTD 11/68.

361 Electric transmission, distribution equipment

GREECE — Electric measuring instruments, test equipment such as electronic test equipment; multimeters; power and energy measuring equipment; frequency measuring equipment; signal generating equipment; semiconductor test equipment. Requests catalogs, price quotations. Direct purchase and exclusive agency. Compagnie Hellenique Radio-Maritime S.A. (Cherma) (importer, distributor, sales agent), 26 Bouboulinas St., Piraeus. WTD 12/68.

SWEDEN—Electric material included in high and low tension switch board controls; electric automatic control equipment; electric switching equipment. Agency and direct purchase. AB Novum (manufacturer, agent), Prins Georgs gata 2d, S-252 34 Halsingborg. WTD 11/67.

● **THAILAND**—Supply of 3,350 watthour meters and watthour demand meters, 30 (100) A and 50 (150) A, single-phase, two-wire, 220 volt, 50 cycle, A.C., single-element, for use on electrical distribution system. Tender No. MEA-PSD-158, bid deadline July 25.

Requested by the Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok, Thailand. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

363 Household appliances

GREECE—Disposers, waste food, household. Requests information, prices. Direct purchase and agency. C. Kopatsaris & N. Ziannas (importer, agent), 29 Megalou Alexandrou St., Thessaloniki. WTD 12/67.

MALAWI — Refrigerators, kerosene-powered, for household use. Catalogs, price lists in £ sterling requested. Lilongwe Mechanical Development (motor engineers), P.O. Box 289, Lilongwe. WTD 11/68.

SOUTH AFRICA—Refrigerators: electric for 220 v., A.C. 50, kerosene; other electric household appliances, housewares. Direct purchase and agency. Siman & Co. (Pty.) Ltd. (importing distributor), P.O. Box 176, Cape Town, Cape Province. WTD in preparation.

364 Electric lighting, wiring equipment

IRELAND—Insulation for cold storage equipment, other related items. Irish Refrigeration Engineers (importing distributor), 28 Bolton St., Dublin 1. WTD 5/69.

NETHERLANDS—Electric components such as switches, related equipment. Direct purchase and exclusive representation. Bulsing & Heslenfeld N.V. (importer, sales agent), 20-22 Damrak, Amsterdam. Attn: T. W. A. Heslenfeld. WTD 11/68.

● **PERU**—Supply 32,000 insulators, antifog type pin and cap for 220 Kv transmission line. Bid deadline July 25. Empresas Electricas Asociadas, Servicio de Compras, Veracruz 261, Of. 306, Lima, Peru. One copy of specifications available for review only, not for loan, from Power and Electrical Equipment Division, BDSA-651, Department of Commerce, Room 4124, Washington, D.C. 20230.★

365 Radio, television receiving sets

GERMANY—Phonograph records, music. Direct purchase and eventual exclusive distribution rights of certain labels. Marion's Schallplatten Boutique (retailer), 6 Frankfurt/Main, Goetheplatz 9. WTD 6/69.

366 Communications equipment

● **AUSTRALIA**—Supply of various types of switchboard keys ranging in quantities from 10 to 25,000. Tender No. C5778. Bid deadline July 24. Postmaster General, Deputy Assistant Director General (Supply), 199 William St., Melbourne 3000.★ (Telephone: 202-967-4823).

GREECE—Radio and television transmitting, signaling, detection equipment, apparatus. Requests catalogs, price quotations. Direct purchase and exclusive agency. Compagnie Hellenique Radio-Maritime S.A. (Cherma) (importer, distributor, sales agent), 26 Bouboulinas St., Piraeus. WTD 12/68.

Television antennas, household. Requests information, prices. Direct purchase and agency. C. Kopatsaris & N. Ziannas (importer, agent), 29 Megalou Alexandrou St., Thessaloniki. WTD 12/67.

367 Electronic components, accessories

NETHERLANDS—Switches, related equipment. Direct purchase and exclusive representation. Bulsing & Heslenfeld N.V. (importer, sales agent), 20-22 Damrak, Amsterdam. Attn: T. W. A. Heslenfeld. WTD 11/68.

369 Electrical machinery, equipment, supplies

GREECE—X-ray equipment. Requests information, prices. Direct purchase and agency. Philippe D. Castro (importer, agent), 14 Karolou Diehl St., Thessaloniki. WTD in preparation.

SOUTH AFRICA—Battery separators irrespective of composition. First National Battery Co. Ltd. (manufacturer), P.O. Box 182, Gately, East London, Cape Province. WTD 2/69.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Chromatography apparatus. Direct purchase and agency. Biolyon (manufacturer), 6 Rue de la Barre, Lyon (2). WTD 3/69.

382 Instruments for measuring, controlling, indicating physical characteristics

CANADA—Dynamometers, fatique testing machines, geiger counters, humidity instruments, laboratory scales, X-Y plotters. Direct purchase and agency. JMC Press Ltd. (importer, exporter), 34 Fleury St. W., Montreal 357, Quebec. WTD in preparation.

● **CEYLON**—Supply of 61 items in various quantities, of testing, measuring, and indicating instruments including levels, gauges, calipers, rules, testers, dynamometers, wrenches, tachometers, hydrometers, etc. Reference No. COM/TEN/69/21, bid deadline Aug. 15. To be financed by loans from the World Bank and the IDA, as part of large highway project. Requested by the Highways Sub-Department, Public Works Department, Government of Ceylon, Transworks House, Colombo 1, Ceylon.

Terms and specifications available on loan from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

Tender documents available also from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

● **IRAN**—The bid deadline for the supply of six sets of oil meters with suction pipes of two inches outside diameter has been extended to July 15 (INTERNATIONAL COMMERCE, Apr. 21, p. 33). Tender No. 1790/47. Requested by the Iranian State Railways, Tehran, Iran. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

ITALY—Research instruments, equipment for mechanical industry. Istituto R.T.M. (Ricerche di Tecnologia Meccanica) (scientific, technical research), Regione Lime, Vico Canavese (Torino). WTD 6/69.

SWEDEN—Industrial process instruments, such as automatic temperature controls, heat regulators. Direct purchase and agency. Halsingborg Elektrotex AB (manufacturer, agent), Box 5007, S-250 05 Halsingborg 5. WTD 5/68.

383 Optical instruments, lenses

PHILIPPINES—Contact lenses, refraction unit, perimeters, telescopes, glasses, projection lenses, photographic lenses, other related items. Direct purchase and agency. Inhelder Corp. (wholesaler, retailer), 41 Pioneer St., Mandaluyong, Rizal. WTD 2/69.

384 Surgical, medical, dental instruments

AFGHANISTAN—Surgical, medical instruments. Akbar Export-Import Co., Ltd. (importer, distributor, commission agent), Latif Market, Masjid-e-Puli Khishti, Kabul. WTD 6/69.

GERMANY—Respiratory protection equipment, abrasive masks. Price quotations c.i.f. European ports. Requests replies from manufacturers only. Dr. Kurt Korsing (agent, importer, wholesaler), 9 Bruesseler Platz, 5 Cologne. WTD 1/68.

GREECE—Elastic (orthopedic) braces, stockings. Requests information, prices. Direct purchase and agency. Demetrios Moschos (importer, agent), 9 Vasileos Georghiou St., Thessaloniki. WTD in preparation.

PHILIPPINES—General medical instruments, dental, laboratory, veterinary equipment. Direct purchase and agency. Inhelder Corp. (wholesaler, retailer), 41 Pioneer St., Mandaluyong, Rizal. WTD 2/69.

PORTUGAL—Artificial kidney systems for treatment of renal diseases. Direct purchase and agency. Concessus, Sarl (importer, wholesaler, distributor), Rua Dom Francisco Manuel de Melo 9, Lisbon 1. WTD in preparation.

386 Photographic equipment

IRELAND—Zinc oxide coated paper for use with wet electrostatic copiers. Offset Distributors Ltd. (importing distributor), 72 Lr. Leeson St., Dublin 2. WTD 2/69.

387 Watches, clocks, parts

MALAWI—Clocks and watches, cheaper grades for men, women, households. Illustrated catalogs, prices in £ sterling requested. Brymson's, Merchant Distributors (importer, wholesaler), P.O. Box 90, Lilongwe. WTD 10/68.

391 Jewelry, silverware, plated ware

IRELAND—Galvanized holloware. Suttons Ltd. (importing distributor), Sutton House, 1 South Mall, Cork. WTD 4/69.

395 Pens, pencils, office, artists' materials

AFGHANISTAN—Drafting materials. Akbar Export-Import Co., Ltd., Latif Market, Masjid-e-Pauli Khishti, Kabul. WTD 6/69.

399 Manufacturing industries

AFGHANISTAN—Plastic floor tiles. Akbar Export-Import Co., Ltd. (importer, distributor, commission agent), Latif Market, Masjid-e-Puli Khishti, Kabul. WTD 6/69.

SWEDEN—Metal frames, locks, fittings for ladies' handbags. Miles & Warnberg AB (manufacturer), Nya Nolhagsvagen 5, S-441 00 Alingsas. WTD 2/68.

Florists' novelties. AB Fredrik Gedin (manufacturer, importer, wholesaler), Rosenbergsgatan 11, S-252 54 Halsingborg. WTD 10/68.

739 Business services

SWEDEN—Contract packaging of proprietary articles. Svenska AB Ivers Lee (contract packagers), Aldermansgatan 2, S-222 36 Lund. WTD 9/68.

TURKEY—Consulting engineering services to develop productivity and efficiency in management by introducing required speed, safety, economy measures. Foreign company should have experience in preparing manual on functions, responsibilities of an organization such as TPAO. Should be capable of establishing standard procedures together with computer system for processing of data, application of modern material code system, stock control, cost control systems. Turkiye Petrolleri Anonim Ortakligi-TPAO (Turkish Petroleum Corp.) (govt. agency), Mudafaa Caddesi No. 22, Bakanliklar, Ankara. Use reference No. 5462/010454/IkmalMudurlugu/Kodlama Isleri.

Information on optical scanning equipment sought by New Zealand

The New Zealand Post Office (NZPO) intends to invite tenders later this year for optical scanning equipment including toll ticket reading machines, page mark reading machines, and character reading machines.

In order to fully evaluate the market, the NZPO requests information about the type of optical scanning equipment available and an indication of price levels, and has prepared a questionnaire in the form of a Market Inquiry for Optical Scanners for this purpose.

The New Zealand Post Office wants replies to this Inquiry by July 18.

Suppliers wishing to participate in the proposed procurement may obtain copies of the Market Inquiry from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

Leads for Importers

Commodities are offered direct unless specified

098 Fish hatcheries, farms, preserves

MALAYSIA—Tropical aquarium fish, goldfish. Direct sales or through agency. Tropicana Fish Farm Sendirian Berhad (wholesaler, retailer, exporter), 673 Waterfall Rd., Penang. WTD 6/69.

317 Handbags, personal leather goods

SWEDEN—Ladies' handbags of leather, artificial material. Miles & Warnberg AB (manufacturer), Ny a Nolhagsvagen 5, S-441 00 Alingsas. WTD 2/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

221 Broad woven fabric mills, cotton

SWEDEN—Fashion piece goods of cotton for women's dresses, blouses. AB Erik Rudberg (agent), Regementsgatan 74, S-217 51 Malmo. WTD 2/68.

Broad woven fabrics, gray goods, cotton. Alexon & Snygg AB (agent), Hallbergsgatan 7, S-502 30 Boras. WTD 2/68.

222 Broad woven fabric mills, manmade fiber

SWEDEN—Broad woven fabrics, gray goods, manmade fiber. Alexon & Snygg AB (agent), Hallbergsgatan 7, S-502 30 Boras. WTD 2/68.

Fashion piece goods of manmade fiber for women's dresses, blouses. AB Erik Rudberg (agent), Regementsgatan 74, S-217 51 Malmo. WTD 2/68.

SOUTH AFRICA—Printed lingerie batiste of polyester/cotton composition, cotton not to exceed 35%. Albert Kahn (manufacturers' agent), 55 Hout St., Cape Town, Cape Province. WTD 12/68.

227 Floor covering mills, products

SWEDEN—Tufted carpets. Alexon & Snygg AB (agent), Hallbergsgatan 7, S-502 30 Boras. WTD 2/68.

228 Yarn, thread mills, products

SWEDEN—Yarns, spun, thrown, gray, dyed, cotton, synthetic also carpet, rug yarns. Alexon & Snygg AB (agent), Hallbergsgatan 7, S-502 30 Boras. WTD 2/68.

229 Textile goods

SOUTH AFRICA—Raschel lace, all-overs, edgings. Requests replies only from mills or their sole export houses. Albert Kahn (manufacturers' agent), 55 Hout St., Cape Town, Cape Province. WTD 12/68.

232 Men's, youths', boys' furnishings, work clothing

SWITZERLAND—Boxer jeans, blue jeans. H. Wyler & Co. (distributor, manufacturer), Richard Wagnerstrasse 12, 8027 Zurich. WTD 6/69.

234 Women's, misses', children's, infants' under garments

SWITZERLAND—Baby wear, panties. H. Wyler & Co. (distributor, manufacturer), Richard Wagnerstrasse 12, 8027 Zurich. WTD 6/69.

236 Girls', children's, infants', outerwear

SWITZERLAND—Children's coats, jackets, snow suits, buntings, headwear, play suits, skirts, slacks, rompers. H. Wyler & Co. (distributor, manufacturer), Richard Wagnerstrasse 12, 8027 Zurich. WTD 6/69.

239 Fabricated textile products

SOUTH AFRICA—Embroideries for manufacture of lingerie. Requests replies from manufacturers or their sole export houses. Albert Kahn (manufacturers' agent), 55 Hout St., Cape Town, Cape Province. WTD 12/68.

243 Millwork, veneer, plywood, prefabricated structural wood products

GREECE—Prefabricated, portable houses. Requests illustrated literature, price quotations. Michael Yeleyenides (sales agent), 63c Metropoleos St., Athens 116. WTD 5/69.

264 Converted paper, paperboard products

THAILAND—Facial tissues, toilet paper. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. International Import & Export Ltd. Partnership (importer, wholesaler), P.O. Box 980, Bangkok. WTD 4/69.

281 Industrial chemicals

SWITZERLAND—Citric acids of all kinds. Prochem AG (agent), Attn: Friedli, Pres., Lagerstrasse 33, 8021 Zurich. WTD 2/69.

282 Synthetic materials

SWITZERLAND—Urethane chemicals. Prochem AG (agent), Attn: Friedli, Pres., Lagerstrasse 33, 8021 Zurich. WTD 2/69.

283 Drugs

SWITZERLAND—All kinds of pharmaceutical raw materials. Prochem AG (agent), Attn: Friedli, Pres., Lagerstrasse 33, 8021 Zurich. WTD 2/69.

Popular pharmaceutical preparations. Anstalt fur Zellforschung (distributor, manufacturer), P.O. Box 34764, 9490 Vaduz/FL. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—Cleaner which removes pitch out of tanks for storage of heavy-duty fuel. EURO-Engineering (manufacturer, installer), Hendrik Baelskaai 10, Oostende. WTD 6/69.

GERMANY—Cleaning preparations for use by aircraft, other industries. Chemische Fabrik Freising (manufacturer, distributor, exporter, importer), 8050 Freising, Klebelstrasse 4. WTD 5/69.

THAILAND—Soap. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. International Import & Export Ltd. Partnership (importer, wholesaler), P.O. Box 980, Bangkok. WTD 4/69.

289 Chemical products

AUSTRIA—Carbon black. Johann Apenzeller (manufacturers' representative, importer), Kaerntnerstrasse 17, A-1010 Vienna. WTD 6/69.

GERMANY—Sealing compounds, other chemical products for use by aircraft, other industries. Chemische Fabrik Freising (manufacturer, distributor, exporter, importer), 8050 Freising, Klebelstrasse 4. WTD 5/69.

306 Fabricated rubber products

SWITZERLAND—Rubberized fabric baby pants. H. Wyler & Co. (distributor, manufacturer), Richard Wagnerstrasse 12, 8027 Zurich. WTD 6/69.

311 Leather tanning, finishing

SWITZERLAND—All kinds of leather, except chrome sole leathers, for use in upholstery, shoe, clothing industries. Luscher, Leber & Cie. AG (agent), Zeughausgasse 16, 3000 Bern. WTD in preparation.

325 Structural clay products

PHILIPPINES—Refractories, other foundry supplies including fireclay, silica, cement, mortars. Engineering Equipment, Inc. (importer, wholesaler, retailer, indentor), 820 Marques de Comillas, Manila. WTD 3/69.

342 Cutlery, hand tools, general hardware

SWITZERLAND—Automotive hardware, accessories for automobiles. Kemag SA (agent, distributor), Rue Bautte, 1201 Geneva. WTD in preparation.

Speciality hand service, assembly tools, electronic tools, hardware novelties, new inventions. Atlantis AG (importer, agent, distributor), Brunnenstrasse 9b, 8610 Uster. WTD 7/68.

349 Fabricated metal products

SWITZERLAND—Technical metal novelties, specialities, speciality pipe fittings, accessories. Atlantis AG (importer, agent, distributor), Brunnenstrasse 9b, 8610 Uster. WTD 7/68.

352 Farm machinery

PHILIPPINES—Irrigation sprinklers. Aim Philippines, Inc. (importer, wholesaler, indentor), 757 Aurora Blvd., Quezon City. WTD 5/69.

353 Construction, mining, materials handling machinery, equipment

FRANCE — Elevators (passenger), hoists, dumbwaiters, other lifting equipment, including replacement parts, of all categories, electric, others. Requests replies in French. Domergue, Germain (sales agent), 6 Residence Plein-Ciel; 31- Muret, Haute-Garonne. WTD 5/69.

PHILIPPINES—Mine cars, conveyor systems, equipment, fork trucks, cranes, other related items. Engineering Equipment, Inc. (importer, wholesaler, retailer, indentor), 820 Marques de Comillas, Manila. WTD 3/69.

355 Special industry machinery

NETHERLANDS—Textile machinery for manufacture of nonwoven textiles, spinning mills. Exclusive representation for Netherlands and/or other Common Market, EFTA countries. Descriptive literature requested. Bruyn de Jong N.V. (manufacturer, sales agent, exporter), 21 Reehorsterweg, Ede. Attn: Mr. J. W. van den Top. WTD 12/68.

PHILIPPINES—Industrial machinery, equipment such as sugar centrals, sawmills, mining machinery, other related items. Engineering Equipment, Inc. (importer, wholesaler, retail-

er), 820 Marques de Comillas, Manila. WTD 3/69.

SWITZERLAND—Machinery, equipment for preparation of new food products of all kinds. Hans Rahn & Co. (agent, distributor), Universitatsstrasse 96/Postfach, 8033 Zurich. WTD 3/69.

Molded egg cartons making machinery, food, candy packing machines, plastics working machinery. Requests offers for used or rebuilt machinery. Conco AG (agent, exporter), Rotbuchstrasse 46, 8600 Dubendorf. WTD 6/69.

YUGOSLAVIA—Bookbinder's machines, electrotyping machines, engraving machinery and equipment, paper ruling and sewing machines, offset presses. Mr. Petar Stojankic, Export-Import dir., "Jugopapir" (importer, exporter, representative), Sremska 6, Belgrade.

356 General industrial machinery

NETHERLANDS—Packaging machines, for general industrial use except food. Exclusive agency for Netherlands and/or other Common Market, EFTA countries. Descriptive literature requested. Bruyn de Jong N.V. (manufacturer, sales agent, exporter), 21 Reehorsterweg, Ede. Attn: J. W. van den Top. WTD 12/68.

SWITZERLAND—Industrial equipment such as tools, other general industrial machinery; ball bearings. Kemag SA (agent, distributor), Rue Bautte, 1201 Geneva. WTD in preparation.

358 Service industry machines

PHILIPPINES—Compressors. Engineering Equipment, Inc. (importer, wholesaler, retailer, indenter), 820 Marques de Comillas, Manila. WTD 3/69.

SWITZERLAND—Industrial, commercial refrigeration equipment, apparatus. Kemag SA (agent, distributor), Rue Bautte, 1201 Geneva. WTD in preparation.

359 Machinery

SWEDEN—Flexible metal hose, metal bellows, swivel couplings, valves for aircraft, marine, other applications. Agency and direct purchase. James Borin AB (agent). Fargfabriksgatan 3, S-417 05 Goteborg. WTD 7/68.

361 Electric transmission, distribution equipment

DENMARK—Laboratory, scientific instruments, electric (Danish standard current), all kinds. Christoph Ullmann Engineering Works (manufacturer, distributor), 12 Norrelundsvej, DK-2730 Herlev. WTD 6/69.

362 Electrical industrial apparatus

SWEDEN—General industry power circuit devices, controls. Halsingborg Elektrotex AB (manufacturer, agent). Box 5007, S-250 05 Halsingborg 5. WTD 5/68.

363 Electric houseware

GUATEMALA—Blenders, toasters, similar small household electrical appliances. Requests replies in Spanish. ALMACEN "Puerto Libre" (merchant), Mario R. Galindo, 6a. Avenida 9-49, Zona 1, Apartado Postal No. 182, Guatemala City. WTD 6/69.

365 Radio, television receiving sets

GREECE—Television receiving units. Requests illustrated literature, price quotations. Michael Yeleyenides (sales agent), 63c Metropoleos St., Athens 116. WTD 5/69.

367 Electronic components, accessories

GERMANY—Switches, handles, telescopic glides, other accessories for electronic applications. Exclusive agency. Hans Knuerr KG (manufacturer, distributor), 8000 Muenchen 80, Ampfingerstrasse 27. WTD 4/69.

381 Engineering, laboratory, scientific, research instruments

GREECE—Chemical laboratory instruments. Requests catalogs, price quotations. Dr. C. J. Vamvacas (sales agent), 10 Xenophontos St., Athens 118. WTD 3/69.

SWITZERLAND—Laboratory and plant equipment for medical, chemical purposes, in particular for microbiology, fermentation. Infors AG (importer, distributor), Burgunderstrasse 42, 4000 Basel. WTD 1/69.

383 Optical instruments, lenses

GREECE—Laboratory analysis instruments. Requests catalogs, price quotations. Dr. C. J. Vamvacas (sales agent), 10 Xenophontos St., Athens 118. WTD 3/69.

THAILAND—Microscopes. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Hones Pharmonte (Siam) Co. Ltd. Partnership (importer, wholesaler), 27/3 Wuthagas Rd., Bangkore, Bangkhuntien, Thonburi. WTD in preparation.

384 Surgical, medical, dental instruments

SWITZERLAND—New-born's apparatus, monitors, respirators. Infors AG (importer, distributor), Burgunderstrasse 42, 4000 Basel. WTD 1/69.

THAILAND—Medical, surgical instruments, apparatus. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Hones Pharmonte (Siam) Co., Ltd. Partnership (importer, wholesaler), 27/3 Wuthagas Rd., Bangkore, Bangkhuntien, Thonburi. WTD in preparation.

387 Watches, clocks, parts

SWEDEN—Timers for industrial use. Halsingborg Elektrotex AB (manufacturer, agent), Box 5007, S-250 05 Halsingborg 5. WTD 5/68.

394 Toys, amusement, sporting goods

GUATEMALA—Children's games, toys. Requests replies in Spanish. ALMACEN "Puerto Libre" (merchant), Mario R. Galindo, 6a. Avenida 9-49, Zona 1, Apartado Postal #182, Guatemala City. WTD 6/69.

396 Costume jewelry, novelties, buttons, notions

GUATEMALA—Costume jewelry, novelties. Requests replies in Spanish. ALMACEN "Puerto Libre" (merchant), Mario R. Galindo, 6a. Avenida 9-49, Zona 1, Apartado Postal #182, Guatemala City. WTD 6/69.

781 Motion picture production, distribution

GREECE—Motion pictures, tape for television exhibition. Requests price quotations. Michael Yeleyenides (sales agent), 63c Metropoleos St., Athens 116. WTD 5/69.

Visiting Buyers and Officials

AUSTRALIA—Noel G. Smith, Acrow Pty. Ltd., 195-203 John St., Lidcombe, Sydney, N.S.W. 2141, Australia, **interested in purchasing rock drills, pits, pneumatic props for mines, rock anchors, hot forge heading and other specialized mining machinery and requesting technical information.** July 5 via Los Angeles to New York City for three weeks. c/o Richmond Screw Anchor Co., 500 East 132nd St., Bronx, N.Y., 10454. Itinerary: Los Angeles and New York City. WTD 6/69.

FINLAND—P. Kiilholma, mgr., Lahden Rautateollisuus Oy, Dept. Lahden Vaaka, **interested in visiting plants manufacturing heavy and medium size scales. Would like to discuss automatic weighing methods, technology and plant arrangement. Interested in locating a supplier of equipment and components.** First half of July via Chicago for about two weeks. c/o Consulate of Finland Commercial Office, 360 N. Michigan Ave., Chicago, Ill. 60601, phone (312) 236-1728. Itinerary: Chicago, Baltimore, Boston, Buffalo, Cincinnati, Detroit, Hartford, New York City, Philadelphia, Pittsburgh. WTD 6/69.

INDIA—Abhik Kumar Ghosh, managing director, Metflow Corp. Private Ltd., 158-A Picnic Garden Rd., Calcutta-39, West Bengal, India, **interested in machinery for gray iron castings and possible chemical manufacturing in India.** June 23, via Boston for one month, c/o Vernon Daliman, Jr., 1459 Princeton Dr., San Jose, Calif. 95118; or Curt E. Kaufman, Ro-Seach Inc., Waynesville, North Carolina 28786. Itinerary: Waynesville, N.C.; New York City, Cleveland, Seattle, Portland, Washington, D.C., San Francisco, Los Angeles. WTD 11/68.

KOREA—Chung Myong-Sik, Manager of Farm Products Dept., Cho Sung-Ji, Manager of Planning Dept., Kim Kyong-Hoo, Manager of Research and Development Dept. and Pak Chong-Moon, Manager of Trading Dept., Agriculture and Fishery Development Corp., 111 Hap-dong, Sudaemun-ku, Seoul, Korea. **They are making an orientation tour funded by the UNDP to broaden their technical knowledge and wish to visit food processing plant installations and laboratories.** These visits could lead to the possible sale of U.S. food processing equipment, the purchase of products, and the sale of technical services or possibly to joint ventures. July 7 via New York City. Itinerary: New York City, New Jersey, Boston, Chicago, Minneapolis, Seattle, San Francisco, Los Angeles, Hawaii. WTD 10/68.

VIET-NAM—Nguyen Quang Hai, Society for Postwar Economic Development, Sieu Thi Supermarket Chain, 28 Tu Xuong, Saigon, **interested in importation of machinery for agricultural industry; dairy farming information; forestry; fisheries; construction; recruitment of technicians and requesting technical information on advertising and market research.** June 22 via New York City for two months. Itinerary: New York City; Hartford; Ithaca; Chicago; Des Moines; Kansas City (Mo.); Redmond, Wash.; Seattle; Fremong, Calif. WTD in preparation.

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

This identification symbol, which appears on each of the International Marketing Information Service reports, will also accompany announcements of new reports in the series. An article in the May 19 issue announcing the series included a list of 34 titles and the June 9 issue included a list of 4 titles.

Latest IMIS reports are:

World Markets for U.S. Exports: Air and Water Pollution Control Equipment and Related Instrumentation in W. Germany, IMIS—69-110; Adhesives and Bonding Equipment in Italy, IMIS—69-111. 10 cents each.

Exhibitors Export Market Guides *(for Trade Center Shows): Bangkok, Thailand*—Water, Sewerage, Drainage Systems, Jan. 19-24, 1970, IMIS—69-62. 10 cents.

Tokyo, Japan—Advanced Aerospace Equipment, Nov. 17-22, 1969, IMIS—69-63. 10 cents.

Paris, France—Electronics Production Equipment, Jan. 12-17, 1970, IMIS—69-65. 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***Overseas Business Reports*. U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Trade of the United States With Communist Areas in Eastern Europe and Asia, 1966-68. OBR 69-21. 32pp. This report presents a statistical summary of some of the important aspects of the trade of the United States with Communist areas in Eastern Europe and Asia.

Foreign Trade Regulations of Switzerland. OBR 69-22. 7pp. Information is presented on trade policy, the import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, nontariff import controls, Switzerland and U.S. controls, and government representation.

Foreign Trade Regulations of Greece. OBR 69-25. 9pp. Report is about trade policy, the import tariff system special customs provisions, internal taxes, shipping documents, marking and labeling requirements, nontariff import controls, Greek and U.S. controls, and government representation.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***U.S. Trade Expansion Through FCIA Export Credit Insurance*. Published by the Foreign Credit Insurance Association. 1969. No charge.**

This brochure describes how FCIA works with the government, why there is a need for the association, what its insurance covers, and the program innovations of FCIA.

Write: any Department of Commerce Field Office or Foreign Credit Insurance Association, 250 Broadway, New York, N.Y. 10007.

Latest Customs Journals

The following new International Customs Journals are available at the standard price of $3 per hard copy, 65¢ for microfiche.

Comoro Archipelago (1st edition) ..... PB 183 191
Great Britain & Northern Ireland .. PB 183 181
Switzerland (11th edition) ..... PB 179 323-1

Write: Clearinghouse for Federal Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151 (Attn: Code 410.11.)

***Life Around Us (A Commercial Directory)*. Published by Printers Combine (Mercantile) Ltd., Karachi, Pakistan. 1969. 400pp. $5 (postage extra).**

This 1969-1970 directory and telephone index includes lists of Pakistani banks, insurance companies, gas and oil distributing companies, shipping firms, textile mills, cigarette manufacturers, shipping companies, and seafood exporters.

Also included are domestic and foreign postal rates, income tax rates, and articles on the history, trade and commerce development in Pakistan.

Write: Printers Combine (Mercantile) Ltd., 16-B Commercial Area, Nazimabad, Karachi, Pakistan.

***Department of Commerce Export Control Regulations*. Published by the U.S. Department of Commerce. Annual subscription $12.**

This new publication replaces the former *Comprehensive Export Schedule* and will be supplemented by *Export Control Bulletins*, previously titled *Current Export Bulletins*.

No regulatory changes in export control procedures are listed in the 1969 regulations, but the Blanket License Procedure has been eliminated.

The publication includes a summary of the export control program, policies and procedures. All related information on any single aspect of controls has been consolidated into a single reference.

New sections have been added on individual licenses, reexports, documentation, short supply controls and special provisions for exports to certain specific countries.

Write: any Dept. of Commerce field office or the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

***Economic Surveys of: Canada; Germany; and the Netherlands*. Published by the OECD. Paris. 1969. 80 cents each.**

These three booklets contain information on economic developments and policies, business trends and economic outlook. The report on Canada is 50 pp., on Germany 69 pp., and on the Netherlands 58 pp.

These are the latest booklets in the series of economic studies published annually by the OECD for its members.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Av. N.W., Washington, D.C. 20006.

***Economic Development of Modern Malaya*. By Lim Chong-Yah. Published by Oxford University Press. New York. 1967. 388pp. $11.45.**

The various phases of growth of the main facets of present Malayan economy are outlined from the Pangkor Engagement of 1874 to the Malaysian Agreement of 1963.

Extensive diagrams and statistical tables support the text. Published previously in Great Britain, this research work is now available in the United States.

Write: Oxford University Press, 200 Madison Ave., New York, N.Y. 10016.

☆ U.S. GOVERNMENT PRINTING OFFICE 1969—341-964/81

Calendar *for international traders*

ATLANTA—July 9—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

BOSTON—July 21—Businessmen's Consultation, **John B. McGrath, economic officer, U.S. Embassy, London.** Sponsor: Commerce Field Office.

CHICAGO—July 9—Businessmen's Consultation, **Joel W. Biller, economic officer, U.S. Embassy, Quito/to Buenos Aires.** Sponsor: Commerce Field Office.

CHICAGO—July 16—Chicago Midwest Credit Management Association, Bismarck Hotel.

CHICAGO—July 17—Businessmen's Consultation, **Paul L. Aylward, Jr., economic officer, U.S. Embassy, Munich/to Reykjavik.** Sponsor: Commerce Field Office.

DES MOINES—July 15—"Export Workshop Dinner on Using Foreign Agents," Hotel Savery, 5:45 p.m. Sponsors: Commerce Field Office, REEC, Greater Des Moines Chamber of Commerce.

GREENSBORO, N.C.—July 29—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

HARTFORD—July 11—Businessmen's Consultation, **John B. McGrath, economic officer, U.S. Embassy, London.** Sponsor: Commerce Field Office.

KANSAS CITY—July 10—Export Documentation Workshop, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

KANSAS CITY—July 24—Export Development Workshop, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—July 25—Export Expansion Seminar, Western Pacific Bldg., 1031 South Broadway, 9:30 a.m. Sponsor: Commerce Field Office.

MIAMI — July 11 — Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

NEW YORK CITY—July 29-30—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office. (Note change in previously announced dates.)

PHOENIX—July 24—Export Workshop, Room 5413, Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

RIO PIEDRAS, P.R.—July 9—Ninth of 12 weekly lectures in Spanish on Introduction to International Trade, Rm. 238, Social Sciences Bldg., University of Puerto Rico, 8 p.m. Sponsors: U.S., Puerto Rico Departments of Commerce; REEC; Pan American World Airways.

SAN FRANCISCO—July 9—"Why are we losing in our trade with Mexico." Speaker: Fulton Freeman, former Ambassador to Mexico. Fairmont Hotel, luncheon. Sponsor: California Council for International Trade.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

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ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

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CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, Room 710, 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

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SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

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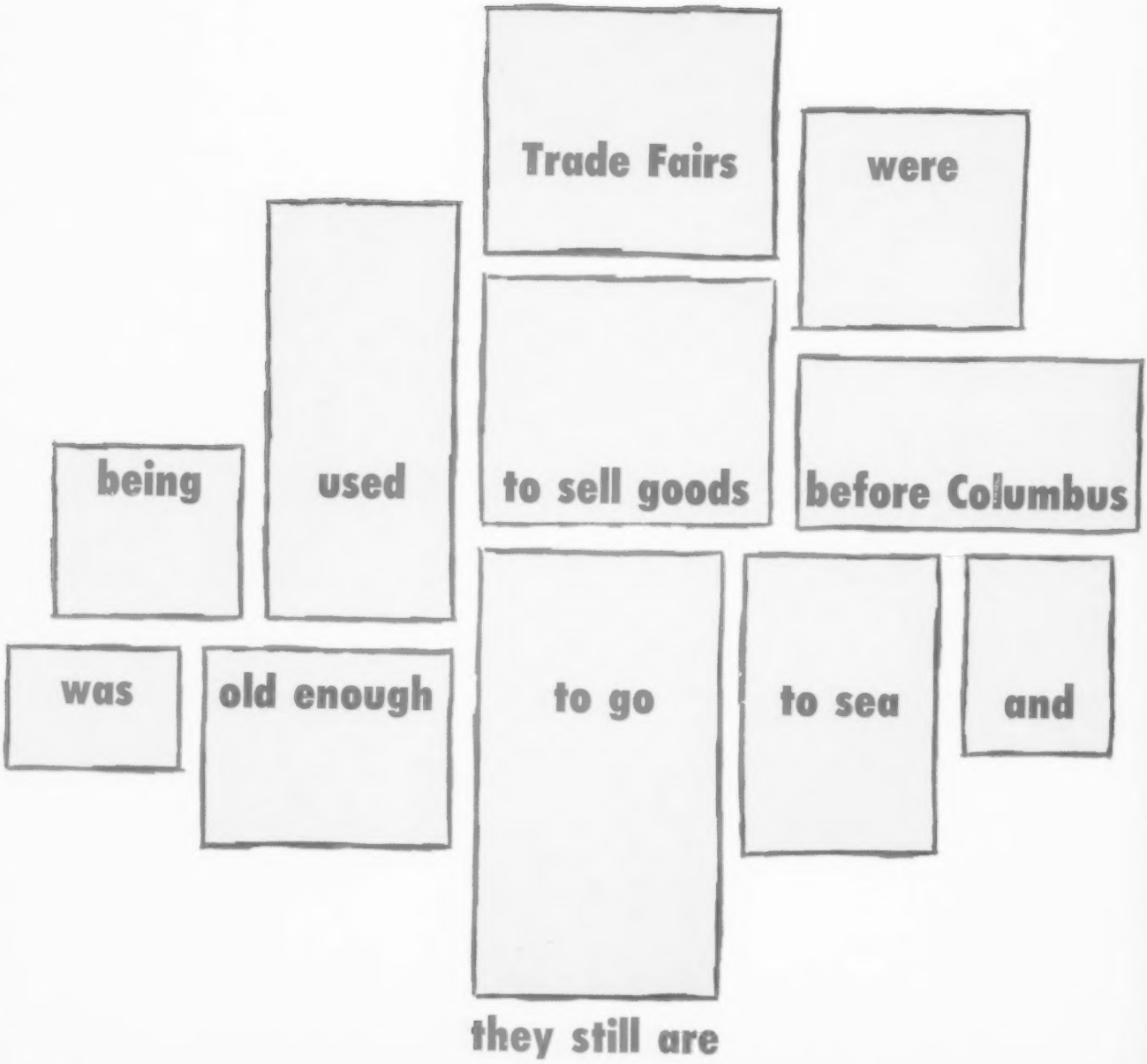

see page 7 for the latest 74-country list